

Sound from the start SHURE MICROPHONES

The Daily Telegraph

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Say 'I love you' with an AVIA SWISS WATCH

IRA SNIPER HITS TWO SOLDIERS

Ulster 'desperate,' says Wilson

NIRA sniper shot two lance corporals of the Black Watch in central Belfast yesterday, killing one man and seriously wounding the other. The shooting happened in late afternoon...

37th soldier killed

Two Black Watch lance corporals who were due to leave Ulster in two days were gunned down by an IRA sniper at a company command post inside a bus depot in the centre of Belfast yesterday.

LABOUR WAIT FOR WILSON ON ULSTER

Rowland Sumnerscales Political Staff MOVE to condemn the methods of interrogation disclosed in the report...

50 yards

The sniper, concealed on a roof or behind a window, shot twice in poor light from about 50 yards, hitting one soldier in the chest, the other in the throat.

American visit

Following week appears to be the fate of the pro-Market rebels. Mr. Wilson is expected to visit the United States between Saturday and Wednesday, Dec. 1.

ATTLE BEGINS FOR SHADOW CABINET JOBS

By Our Political Staff nominations will be invited for elections to the 12 new Cabinet seats. Nominations close on Thursday and 5 takes place the next day.

Bomb defused

Army bomb disposal experts last night defused a large gelignite bomb planted by three young gunmen in the Midland Hotel, Belfast.

Colour TV appeal for Forces in Ulster

AN opportunity for readers of The Daily Telegraph and The Sunday Telegraph to show their admiration of the way British troops are facing gunmen and rioters in Northern Ireland is presented today. The Daily and Sunday Telegraph are launching a £25,000 fund to buy 100 colour TV sets for the 14,000 soldiers by Christmas.

There is nothing you can do to protect the soldier from gunmen, stone-throwing youths or mobs of jeering, cursing women. You can, however, ensure that those brief moments away from the hostile streets do not turn to boredom.

Stabbed boy dies after school fight

A 14-YEAR-OLD boy died yesterday after being stabbed in the chest during a playground fight at Wandsworth comprehensive school, South London.

HOPES RISE FOR IPC WORKS

HOPES of a reprieve for the modern Southwark Offset printing plant of International Publishing Corporation, due to be closed in several weeks, rose last night after talks between IPC and six unions.

THIRD DEPUTY SPEAKER TO BE LABOUR M.P.

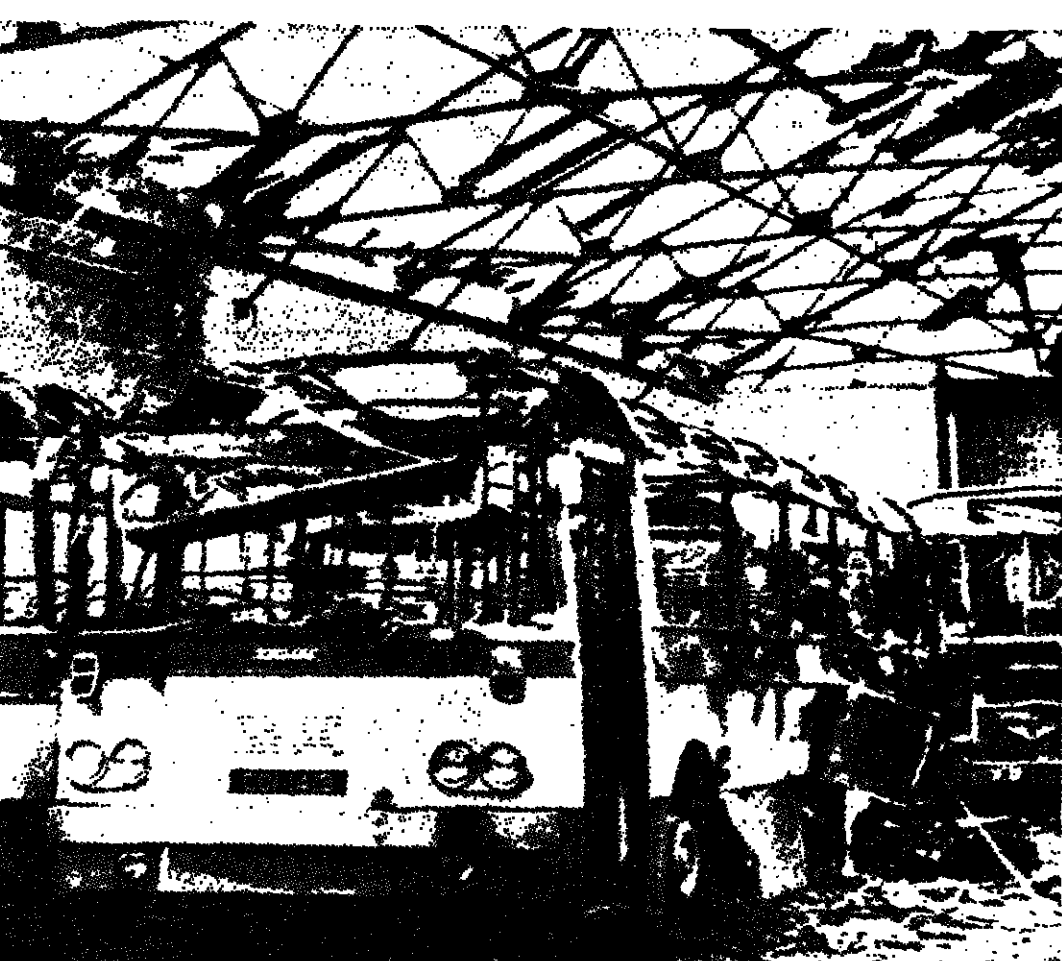
Because of the burden of the chair of the House of Commons is at present borne entirely by three Conservatives, who are thus precluded from voting on party lines, the Labour party has agreed to provide the additional deputy chairman whose appointment is recommended by the all-party committee on procedure.

MPs TO VOTE AGAIN ON TV DEBATES

By Our Political Staff The Government is likely to provide time in the new year for a free-vote debate on the possibility of televising proceedings in the Commons.

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Wrecked buses in a depot at Strabane, 14 miles from Londonderry, yesterday after IRA terrorists had poured petrol over the vehicles and set fire to them and to the building.

5,000 IDLE IN 'SIX-CAR' DISPUTE

By ALAN HUGHES Industrial Staff ANOTHER 2,500 men were laid off at Ford's Dagenham plant yesterday because of a strike by 250 trim line workers who refuse to produce an extra six cars a shift. No cars are being finished.

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Labour censure as jobless near a million

By H. B. BOYNE, Political Correspondent THE Government faces in the Commons on Tuesday a full-tilt challenge on its weakest flank, the remorselessly growing total of unemployed. Angered by the newly published November figures, showing that the number out of work is now only 30,000 short of a million, the Opposition last night tabled a severe motion of censure.

SENATE BACKS CUT IN TROOPS

By STEPHEN BARBER in Washington THE Senate Appropriations Committee yesterday approved a cut of 60,000 American troops in Europe by June next year and cut \$800 million (£320 million) from President Nixon's defence budget request.

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Once upon a time the Med was rather exclusive. Cyprus still is.

Palmer and Parkler Overseas Chartered Surveyors and Estate Agents, 63 Grosvenor Street, London W1. Tel: 01-499 4801. Telex 24520.



# ABORTION HELP BY FAMILY PLANNERS

By JOHN KEMP, Social Services Correspondent  
THE Family Planning Association is to start in the New Year a pilot advisory service for women seeking abortions.

The association will refer them to doctors and clinics. Association doctors will not sign the certificates needed to authorise the operation.

## £10m INSURED CRIME LOSS SHOWS FALL

By T. A. SANDROCK, Crime Correspondent  
INSURED crime losses during the first half of this year reached a total of £10,600,000, according to figures issued yesterday by the British Insurance Association.

This is a two per cent. decrease compared with the record total paid in the first half of 1970, and contrasts with the five per cent. increase recorded in indictable offences known to police in England and Wales over the same period.

The reason for this is that many of the indictable offences are not covered by insurance. The figures show that as far as insurance losses are concerned, industry and commerce have made an effort on security and have cut crime losses.

**Goods in transit**  
For example, there was a five per cent. decrease in the commercial field, a seven per cent. decrease in goods in transit, and an eight per cent. decrease on all risks policies.

Insurance payments on crime losses concerning cash were up by six per cent. and on householders' policies up by three per cent.

In the all risks policies many claims concern specific valuable items like fur coats and personal jewellery, which concern individuals and not commerce and industry.

**Advice to householders**  
The association, which represents nearly 300 insurance companies transacting more than four-fifths of Britain's insurance business, has recently produced a leaflet, "No Place Like Home—For Thieves," with advice for householders on simple precautions to help keep out burglars.

It has also set up a working party which will make recommendations on the classification and testing of thief-resistant qualities of safes.

The association's half-year total does not include losses insured outside its membership, uninsured losses or losses covered by marine or motor insurance policies.

**JUDGE GIVES WARNING ON DISTURBANCES**  
A warning against any repetition of disturbances inside and outside the court where he is trying three members of the Welsh Language Society was given by Mr Justice Croom-Johnson at Glamorgan Assizes, Swansea, yesterday. Four demonstrators in court on Wednesday were arrested, but apologised later and were released.

The judge said: "I took the view that people who created a disturbance yesterday had behaved childishly, and I took a lenient course. Leniency of that kind cannot be expected again."

Three young men are accused of maliciously damaging 13 road signs on the A40 between Carmarthen and Whitland. The hearing was adjourned.

**ROMAN PAINTING**  
Hand-painted plaster has been found in the remains of a Roman villa uncovered at Fordham, near Ely, Cambs. It was discovered, a foot below the surface, by Mr Hugh Sidebottom on his farm.

## Sex book row father keeps girls at home

By JOHN IZBICKI, Education Correspondent  
MR COLIN KNAPMAN, 34, fined £10 at Exeter on Wednesday for keeping his daughters away from school because of a sex education booklet, kept them at home yesterday.

Mr Knapman, a telephone engineer, of Parkfield Way, Topsham, Exeter, told me he was considering an appeal.

He was well aware of again making himself liable to the law by not allowing his daughters Angela, 11, and Carolyn, 8, to attend Topsham Junior Mixed School, Exeter. They have now been at home since Sept. 7.

"I am convinced that this booklet encourages homosexuality and masturbation," he said. The booklet, "Education in Personal Relationships," suggests that homosexual relationships were "not necessarily harmful" and often provided "lasting and enriching experiences."

It also suggests that people who did not masturbate "never discover the functions of their sexual organs." Mr Knapman, who does not oppose sex education in general, finds both suggestions abhorrent and against his moral standards.

**"Cup of poison"**  
"If a teacher were to place a cup of poison in front of my children and order them to drink it, it would be my duty as a father to pull either the cup or my children away. I consider these sections in the book as poison."

Mr David Swallow, prosecuting for the local education authority during the 2½-hour hearing, asked the three magistrates to regard the case as one dealing with non-attendance of school. He appealed to them not to allow the court to become a forum for one individual to put forward his own views on education."

Ms Diana Fishwick, chairman, announced the fine without further comment.

**Book still in use**  
Mr S. Nielsen, Director of Education for Exeter, said last night that the booklet was still being used in the city's schools and there was no plan to withdraw it.

He added that the sections to which Mr Knapman objected "might be re-written slightly to make them perfectly clear" when the booklet was reprinted.

He did not know when this might be. "I expect it will be reprinted in due course. Some very large quantities have been bought. The vast majority of parents in Exeter are perfectly happy with the scheme."

Editorial Comment—P16



Police examining a kitchen knife found yesterday at Wandsworth Comprehensive School (below) where Lee Selmes, 14, was stabbed to death yesterday. A boy aged 14 was charged with his murder.



## Prescott told of bomb attack, claims prisoner

By C. A. COUGHLIN, Old Bailey Correspondent

A BOMB planted outside the home of Mr Robert Carr, Secretary for Employment, was intended to be placed underneath his car, an Old Bailey jury

told yesterday by a prisoner who shared a cell with Jack Prescott at Brixton jail.

The prisoner, named as Mr A said that Prescott, accused of causing an explosion at Mr Carr's house, had described to him in detail how he and accomplices had planted the bombs.

"Prescott told me that he had done it, how he had done it and all the details of it. He said there were three other persons involved—two men including himself and two women. They got Mr Carr's address at Barnet from Who's Who and they used two bombs," Mr A said.

"They went to the house in a stolen car and parked off as 'boy and girl' couples. Prescott said he put the bomb that had been carried by the girl he was with, by the front door of the house and that they had put another bomb under Mr Carr's car."

"The other pair went around to the side of the house looking for the garage but could not find the servants' door at the side of the house. Then they scurped."

**Sticks of gellignite**  
Mr A, who is serving a three-year sentence for handling stolen property, added that Prescott had told him the two bombs contained 2lb and 3lb of gellignite in 18in-long sticks from Edinburgh.

Prescott had said that a fuse was used in which sulphuric acid burned through tracing paper in the neck of a bottle. Each length of tracing paper was timed for five minutes and

## STUDENTS DAMAGED GIRL'S CAR

Daily Telegraph Reporter

AN MP's secretary claimed yesterday that students demonstrating outside the House of Commons on Wednesday evening "wantonly damaged" her three-week-old Mini Clubman.

Miss Heather Wright, 20, secretary to Rear-Admiral M. C. Morgan-Giles, Conservative M.P. for Winchester, has sent a letter of protest to Mr Jack Straw, president of the National Union of Students, asking him to settle the bill.

About 10,000 students had marched to the House to lobby MPs in protest against the Government's proposals to reform the financing of student unions.

**Near entrance**  
Miss Wright, of Glendale Avenue, Edgware, said: "I had parked my car as usual on Wednesday morning on a park near the St Stephen's entrance normally used by House of Commons staff."

"At 4.50 p.m. I could not drive it away as it was wedged in by other cars and hundreds of students milling around. I went back into the House, and returned to the car at about 6.50, when the students had dispersed. To my astonishment I saw what had been done to it."

"Not only was it covered in 'Hands off student unions' stickers, but one hub-cap had been kicked in and there were deep scratches down the front and sides of the car."

Mr Straw said last night: "When I receive the letter I will make inquiries. The complaint will be treated sympathetically."

## Gifts from students' union to outside causes stopped

By JAMES O'DRISCOLL, High Court Reporter

SUSSEX University Students' Union was banned in the High Court yesterday from making payments out of union funds to outside causes. The ban, imposed by Mr Justice BRIGHTMAN, is to remain in force until the full hearing of an action.

The judge upheld a challenge brought on behalf of certain officers of the university's students' union to stop:

A proposed union contribution of £500 to aid Bangla Desh.

One of £800 to the campaign seeking free milk for primary school pupils following the Government's decision to end free milk for certain school-children.

Giving judgment on the second day of the interlocutory hearing in the Chancery court, the Judge said that counsel for the union officers had said it was part of the educational process to discuss and express views.

Counsel had said the process should not be confined only to oral expression but should also include reasonable financial expression.

**From own funds**  
That was an attractive approach, said the Judge, but he did not think it was right in law. "If union members wished to express their views financially, that money should come from their own personal funds."

It was stated that the union fee at Sussex University was £14 a year, which meant that union income there for the present academic year was more than £50,000. That £50,000 came from public funds as almost all students at the university were on grants.

DAVID FRINTOCK, Sussex University's union president, and CHRISTOPHER BOSLEY, treasurer, were forbidden by the Judge to make payments, as the union had wanted, to the two causes.

Two others named in the interlocutory proceedings, ROBERT GORDON, chairman of the union's council, and RAYMOND HOWARD, a university finance officer, were dismissed from the action.

The action was brought by ANTHONY BRIAN BALDWIN, a student and former chairman of the university's Conservative Association. He claimed the proposed use of the union funds was outside powers of the union's constitution and unlawful.

He did personally support the work of the two causes concerned, but he felt students should support charities and political campaigns "out of their own pockets and with money they raise from their own activities."

**UNIONS FINANCE**  
"Ludicrous" reasons  
Prof. Asa Briggs, Vice-Chancellor of Sussex University, said at a students' union meeting yesterday that the Government's consultative document on the financing of student unions appeared to have been decided in terms of students' political attitudes.

"There has been the question of student subscriptions to various causes considered *ultra vires* in terms of the law, which has confronted people with particular political opinions."

"It seems to me ludicrous that the whole of student organisation and life in this country and the financing of it should be settled in terms of this particular range of issues."

"But I say that in the University of Sussex there are many things that the union has done and will do which as Vice-Chancellor I cannot approve of at all."

**UNIVERSITY POSTS**  
By Our Education Correspondent  
Sir Alec Clegg, 62, chief education officer of the West Riding, and Dr Clifford Butler, 49, director of the Nuffield Foundation, have been co-opted to membership of the Open University's Council. It was announced yesterday.

## BOYLE FEARS STRIFE OVER FUNDS

By DAVID FLETCHER, Education Staff

GOVERNMENT proposals for the reform of student union finances would lead to strife between students and university authorities, Lord Boyle, Vice-chancellor of Leeds University and former Conservative Minister of Education, warned yesterday.

He said in a statement to the university court that he viewed with dismay the Government's suggestion that university authorities should be made responsible for financing student unions from their general funds.

It meant that the university Senate and Council would have to decide whether to give priority to support for the student's union or whether to spend the money on university departments.

"I can think of few university decisions which would be more contentious or more conducive to disharmonious relations between staff and students."

"If it is felt that the burden of the finance of student unions must be lifted off the local authorities, and the money paid instead through the machinery of the University Grants Committee, then any such grant ought, in my view, to be specific and earmarked."

**Lecturers opposed**  
The proposals were also attacked yesterday by two college lecturers' unions. The Association of Teachers in Technical Institutions said it was "completely opposed" to the changes.

The Association of Teachers in Colleges and Departments of Education said that it saw no need for the Government's proposal that students should be able to opt out of union membership on grounds of conscience.

In the Commons, Mr John Biggs-Davison, Conservative M.P. for Chigwell and a member of the Monday Club, said that the proposals "might tend to intensify the conflict in the universities rather than bring about more harmony."

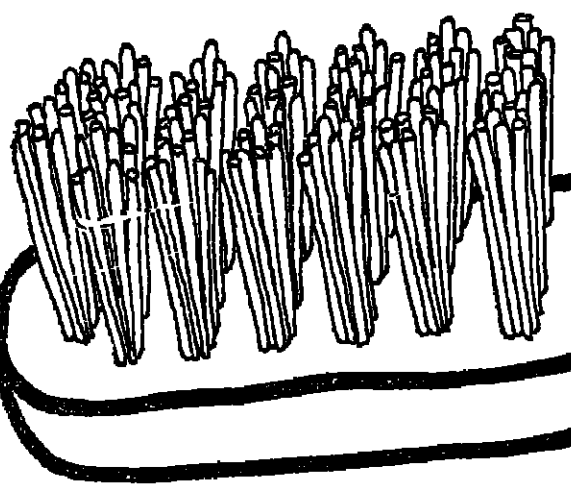
**DEGREE FOR BUTLER**  
Conferred by ex-colleague  
Lord Butler, Master of Trinity College, Cambridge, will receive next May the honorary degree of doctor of letters at Leeds University from his former government colleague, Lord Boyle, it was announced yesterday.

"They served together in the facillian and Home administration from 1962-4 when Lord Butler was Deputy Prime Minister and Foreign Secretary and Lord Boyle, as Sir Edward Boyle, as Minister of Education. The degree of doctor of laws is also proposed for the former Labour Minister, Miss Alice Bacon, now Baroness Bacon."

**FARM ADVISERS' GROUP FORMED**  
By Our Agricultural Correspondent  
Private consultants who give specialised advice to farmers under the British Institute of Agricultural Consultants to prevent "short-term charlatans" setting themselves up as advisers about having the expertise and competence that are necessary.

Dr A. S. Thomas, an ecologist, in London yesterday that a newly increased demand for advice had resulted from the Common Market and the "telescoping" of Ministry of Agriculture advisory services.

# The Plaque Fighter.



Dentists will tell you that plaque is a sticky film that forms on your teeth. It holds the bacteria that produce the harmful acids and other chemicals which attack the teeth and irritate the gums.

Tests have shown that the toothbrush is beyond any doubt the most effective

weapon in the fight against plaque. For plaque is considerably reduced by people who brush their teeth frequently and properly with a well-designed toothbrush like the Wisdom. So fight plaque now with a new Wisdom.

**The wise buy Wisdom**  
The best-designed toothbrush in the world.

Deposited 1/50



# DARTMOOR MEN CAUGHT AFTER 100 mph CHASE

Three "dangerous" Dartmoor prisoners who escaped on Sunday were recaptured Friday after a 90 m.p.h. car chase through forest country lanes 60 miles from the moor. They were caught separately and offered assistance.

The men, in a stolen car, pulled up at a police point at Burrow Bridge, seven miles from Bridgwater. Two of them were lying in the back and when the police tried to open the door the vehicle sped off.

## ANDBRAKE FAULTY ON DEATH BUS

Telegaph Reporter  
ETY checks which should have been made behind a double-decker bus were missing the vehicle's equipment when it ran back down a hill killing people, an inquest was told yesterday.

HONORABLE STOCKTON, divisional officer of the Midland bus company, told the inquest that the driver, Mr MALCOLM WINTON, was either lost or stolen, driver, Mr IVAN CARTER, conductor, Mr JOSEPH RUSSELL, said in statements the checks were put behind the bus because none was available.

Handbrake fanils  
The company rules checks should be used on a bus parked on a hill. The coroner recommended that the siting of bus on steep hills should be considered.

HERBERT EVANS, a Government vehicle examiner, said two serious faults in the handbrake were detected of accidental death recorded on SARAH THOMPSON, seven, of Farworth Grove, Bromwich, who was killed against a wall, and Miss MILES, 62, of Wrens Nest, Dudley, who tried to jump the bus.

## RINCE PHILIP OUT IN RAIN AT STATION

nce Philip asked: "Why do you have to get me out in the rain?" when the Royal train arrived at Carmarthen Station yesterday.

Philip smilingly made the comment to a railway official after rain had stopped with his age door 10 feet beyond the roof as heavy rain fell. Prince, as Chancellor of the University of Wales, was on his way to have lunch at St. David's College, Lampeter. He met at the station by Col. W. Neville, the Lord Chamberlain.

## PHILIP QUizzED ON MORAL ISSUES

Members of both Houses of Parliament will receive a six-page questionnaire next week in which they stand in controversial moral issues. The idea of the Order of Christian Unity, an association of Christians of all denomina-

tions and peers are asked if they support or oppose Christian unity in State schools, cutting Christian broadcasting on television, unrestricted contraceptive sales, and children, euthanasia, and abortion.

## Too proud of warmth

People who have served their country are often too proud to accept help. Many suffer unnecessarily to afford basic essentials. The DGA has overcome the problem of pride by sending regular parcels which make no mention of charity. Please help with donation and/or legacy to:

Distressed Gentlefolk's Aid Association, Vicarage Gate House, Vicarage Gate, Kensington, London, W.8.



Devon farmer Mr Sidney Fowlesland pictured yesterday with his wife who prepared a meal for three men who called at the farm at Spreyton, said they were the escaped Dartmoor prisoners and were very hungry. They left after their meal and were recaptured at Bridgwater, Somerset.

## Isle of Wight festival may go to Midlands

DAILY TELEGRAPH REPORTER

THE "Fourth Isle of Wight Pop. Festival" is being planned for the summer Bank Holiday next year—on 120 acres of farmland in the Midlands.

The site chosen is at Drakes Cross, near Wythall, Worcestershire. The land is being leased for £10,000 from Mr Donald Chambers, a farmer.

The organisers, Pop Creations Ltd., are using the title Isle of Wight although it is being held in Worcestershire to give continuity to the festivals. Pop Creations has had no part in arranging the island festivals. Rumours of the pop festival have already provoked opposition from residents and two officials of Bromsgrove Rural Council were present when Mr Robert Greenhalgh, 21, a director of the company, announced details at a Wythall hotel yesterday.

£1m profit hope  
One, Mr William Toogood said: "I am representing the clerk of the council and shall make a report to him. The county council is also investigating the position with regard to public health and other aspects."

No groups have yet been booked for the event but Pop Creations expect half a million fans paying £5 for a three-day ticket and predicts a profit of up to £1 million.  
Mr Greenhalgh, who lives at Newport, IOW, and Mr James Guyatt, 46, described as the main agent of Studley, Warwickshire, admit they have no previous experience of running festivals. Both are connected with the fruit machine business.  
"The location of the other festivals has been wrong," said Mr Greenhalgh. "Drakes Cross is near Birmingham and in the centre of the country. It will be much easier for people to get there than to the Isle of Wight."

Shares for fans  
Finance, he said, would be "no trouble." Fans might be asked to buy shares in the festival with a dividend return if it succeeded.

Mr Guyatt added: "As soon as the council has told us what facilities we want, we shall get professional people in to comply with the requests."  
"We shall ensure adequate security and when the public appreciate the precautions that will be taken, they will see there is nothing to be concerned about."

## TV AWARD

The annual television award of the National Viewers and Listeners Association, of which Mrs Mary Whitehouse is general secretary, was presented yesterday to Mr Brian Cowell, head of BBC sport. The presentation was made by Mr Frank O'Farrell, manager of Manchester United.

The car was intercepted at Bridgwater. It spun round and the men jumped out, running off in different directions.

Pc John Hodze, 43, chased two of the men across fields and grabbed one of them, Walter Henry McKenzie, 29, by his collar.

McKenzie, serving nine years for slashing a woman's face with a razor, said "We've had a hard day. We are unlucky to be caught."

Inside shed  
The second man Stanley Christopher Thompson, 26, was found after a three-mile trial by Pcs Bob Hibberd and an Alsatian dog. They followed a scent to allotments near Bridgwater Football Club.

Thompson, serving 10 years for armed robbery and 18 months for taking part in the 1968 Parkhurst Prison riot, was inside a shed, Pc Hibberd said: "He just cursed his luck. He was more tired than we were."

The third man, James Stevens, 28, jailed for six years for a Post office raid, was found crouching in a ditch by Pcs Ray Martin, 20, John Jones and Pcs Hibberd only 100 yards from the abandoned car.

Stevens told his captors: "If I hadn't been for the dogs, I would have had a go."

Police chief's praise  
The men, still wearing some of their prison clothing, were taken to Bridgwater police station where they were given a meal of chops and sausages followed by jam roll. They had £1.15 in cash between them.

Somerset's Chief Constable, Mr Kenneth Steele, said he was proud of the officers who took part in the hunt for "three dangerous men."  
The three escaped from prison by scaling a wall after sawing through cell bars.

## LEYLAND FINED FOR FINGERS ACCIDENT

British Leyland was fined £150 at Oxford yesterday for a 1967 Leyland accident at Cowley in which Mr Hugh Campbell, 51, of Jellicoe Road, Birstead, Isle of Wight, lost his right hand crushed and lost three fingers of his left hand when a power press came down on them.

The company admitted that it had a piece of dangerous machinery which was not securely fenced. Mr Campbell had carried out work on the machine and had not replaced the guard before testing it.  
Mr W. G. Wright, prosecuting, said that management and workers have a dual responsibility to see that safety regulations were enforced. The defendants issued instructions to replace guards but failed to see that they were carried out.

## BOY, 16, INJURED IN CAR CHASE

A 16-year-old boy was in hospital yesterday after a 90 m.p.h. car chase ended with his crashing into a road block. The chase began after a car was reported missing at Stafford.

As the boy drove towards the road block at Rising Sun Junction, Brownhills, near Cannock, early yesterday, he ignored warnings by police of an obstruction ahead. His condition last night was described as "fair."

## GUNMAN FOILED

A masked gunman who attempted a hold-up at temporary premises being used by the Department of Employment in Derby, fled empty handed yesterday. The staff, who were preparing to open up to deal with some of Derby's 4,000 unemployed, told him the cash drawer was empty.

## U.S. precedents quoted in unborn child case

By J. D. HOLDSWORTH in Sydney

OVER the last 20 years there has been an increasing tendency for American courts to grant unborn children legal rights, the Victoria Full Court in Melbourne was told yesterday.  
The court—Chief Justice Sir Henry Winneke and Justices Gillard and Pape—has been asked by the State Supreme Court to rule whether an action for damages to a foetus is within the law.  
A writ has been issued on behalf of three-year-old SYLVIA WATT, who allegedly suffered brain damage only seven weeks after she was conceived when her mother, Mrs SYLVIA ALICE WATT, 38, was severely injured in a car accident.  
Mrs Watt sued the other

driver, Mr HALLAL RAMA, of Melbourne, and was awarded damages of \$91,387 (£40,000).

At present there is no legal precedent in British or Australian law granting people a right to legal redress for injuries they may have suffered in a pre-natal state.

Mr BARRY BEACON, Q.C. for Mr Rama, submitted that American precedents were of little use because they were on sociological rather than legal grounds.

He contended earlier that as Sylvia was a foetus at the time of the accident she was not a person and as such had no standing in law.

Outside the United States, there are only three recorded cases involving pre-natal injury and none of them is binding on Australian courts.  
The hearing was adjourned until today.

## Police entitled to use fists, ex-inspector tells QC

DAILY TELEGRAPH REPORTER

A POLICEMAN is entitled on occasion to use his fists, GEOFFREY ELLERKER, 38, a former Leeds police inspector, told Mr JOHN COBB, Q.C., prosecuting, at Leeds Assizes yesterday.

"You can't lay down hard and fast rules," he added.

"I am not suggesting you should use fists straightaway. You should try and restrain him first of all."

"But if this is not possible there comes a stage when possibly you have to use your fists." Ellerker was beginning his evidence in the trial in which he and Sgt KENNETH MARK KITCHING, 49, of Blakeney Grove, Hunslet, Leeds, have pleaded not guilty to four charges of assault occasioning actual bodily harm to DAVID OLUWALE, 38, a Nigerian vagrant, whose body was found in the River Aire in the city.

Ellerker alone has pleaded not guilty to a further charge of assault occasioning actual bodily harm.

"Miniature Mr Universe"

Mr Justice HINGHAM upheld defence submissions on Wednesday that there was no case to go to the jury on charges against both men of manslaughter, perjury and causing grievous bodily harm with intent.

Mr ERIC DEAT, staff nurse at Mansion Hospital, near Leeds, who also gave evidence yesterday, described Oluwale as "built like a miniature Mr Universe. He could take more punishment than Cassius Clay."

"He was all muscle. He went in at the waist and out at the shoulders." Oluwale had been a patient at the hospital.

Mr Deat added: "He

attacked a number of people including patients and nurses.

"When he had to be put in a single room it took four or five people to do it. He was very violent, unpredictable and dangerous."

Mr Cobb had alleged that Ellerker, of Church Lane, Horsforth, near Leeds, and Kitching bounded and tormented Oluwale in the eight months before his death in 1968, kicking and ill-treating him when they found him sleeping out.

Ellerker, in his evidence, replied that he had assaulted Oluwale when he arrested him, but not unlawfully. He had never deliberately ill-treated him and had not used more violence than was necessary to arrest him.

He had considered Oluwale to be a very violent character, who used to shout and "carry on at the top of his voice." Ellerker had not carried out a vendetta against Oluwale and had not hunted him out whenever possible.

Nor did Kitching radio for him whenever Oluwale was found.

Ellerker added that he was never present at an incident, if it occurred, where Oluwale was urinated on.

Mr Cobb then asked: "The very best thing a police officer should do is use fists or feet on a person?"

"Feet I would agree. Fists I wouldn't."

"You think he is entitled to use his fists?"

"Yes," Ellerker then described the circumstances in which he thought fists might justifiably be used.

The trial was adjourned until today.

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# E. GERMANY OFFERS CONCESSIONS ON BERLIN

By PETER SCHMIT in East Berlin

EAST GERMANY is ready to make a number of technical concessions to West Germany so that the Berlin access talks can reach a successful conclusion by the end of the month.

Herr Otto Winzer, East German Foreign Minister, appeared to surprise Western negotiators, when he told the Diplomatic Corps in East Berlin yesterday that his Government had tabled new draft agreements at its talks with Bonn and the West Berlin Senate last week.

One East Berlin source said there were "no more technical obstacles at all to a conclusion as early as today or tomorrow."

### Agreements reached

There is still no indication of a genuine understanding between East and West on the political aspects of the agreement.

But as their confidential talks on implementing technical details of the four-Power Berlin agreement, Herr Bahr and Herr Kohl, respectively West and East German State Secretaries, are reported to have reached agreement on the following points:

- 1—East Germany is to improve and increase road and rail links between West Berlin and West Germany. West German payments covering East German autobahn charges will be earmarked for the purpose.
- 2—New lanes will be installed at East German autobahn checkpoints to speed up entry of West German traffic en route to and from West Berlin.
- 3—Communist authorities will report names of West German citizens arrested on East German transit routes without delay. Accidents involving West Germans will also be reported immediately to the West.
- 4—Special restaurants and

petrol stations will be set up for West German travellers along the Berlin access routes to prevent difficulties with East German road-blocks and necessary diversions in the event of military exercises or road-building.

5—East Germany will inform West German authorities of road blockages and necessary diversions in the event of military exercises or road-building.

### Pleasing Russia

It is believed that East Germany has made these conciliatory gestures to please the Russians.

Moscow is thought to have insisted that the inter-German negotiations be concluded as far as possible so that the four-Power Berlin agreement can be completed as the political prerequisite for a European security conference before the next N.A.T.O. council meeting early next month.

Herr Bahr and Herr Kohl are believed to have concentrated during yesterday's talks on the real political difficulties, namely, the inclusion of West Berliners in the East-West German transit arrangements.

There are signs that East Germany is trying to ignore West Berlin and the negotiations for the time being while progress is being made towards an agreement with West Germany. In a separate set of talks with Czechoslovakia, West Germany was told that the Munich agreement of 1938, declaring the Sudetenland German territory, must be admitted "never to have existed" before there can be any greatly improved relations.

# Brandt says no anti-U.S. finance move

By DAVID SHEARS in Bonn

HERR BRANDT, the Chancellor, said yesterday that West Germany could not be expected to bear the full burden in a world-wide realignment of currencies to meet the monetary crisis.

In an indirect reference to France, he admitted that there were different interests in the Common Market. "But our basic solidarity with France and the other partners will point the way to a compromise."

The Chancellor was speaking at a special congress of his Social Democratic party in Bonn. He said Prof. Schiller, Finance and Economics Minister, spoke in sombre terms of the dangers of a trade war.

Both said that Europe must achieve a common monetary policy, but Herr Brandt declared that a European solution should not be an anti-American solution.

### "Find a balance"

"What is good for Europe is good for the United States," he said. "We must find a balance between the interests of Germany and Europe and those of the United States."

He said West Germany, as a world trading nation, was particularly hard-hit by the crisis of the world monetary system. "We will continue to do everything possible to ensure that national egoism and short-sightedness do not triumph over political and economic common sense."

Prof. Schiller said the world would never be the same after President Nixon's economic measures of August 15 including his lifting of dollar convertibility and his import surcharge.

Events had occurred, which "remind the older people among us of the crises of the late 1920's and early 1930's."

Reuter.



Felicitations from Mrs Meir for Mr Ishai Averbukh, 28, and his bride, Ruth Alexandrovich, when the Israeli Prime Minister attended their wedding in Tel Aviv—the end of a long political trek for the Soviet Jews, who had been jailed in Riga, Latvia. Another guest was Gen. Dayan, Defence Minister.

# We will kill Russians if girl dies, says Rabbi

By DAVID FLOYD, Communist Affairs Correspondent

RABBI MEIR KAHANE, chairman of the militant Jewish Defence League, yesterday repeated his threat that two Russian officials will be killed if Silva Zalmanson dies in a Soviet prison.

Miss Zalmanson, 28, was one of the group of Jews jailed in the Leningrad sky-jacking case in 1970.

The Rabbi, in London to address a meeting demanding her release, said that other Soviet Jews, said: "I want to plead with both the Soviet and the Western Governments not

# Around America DINERS PAY WITH PINTS OF BLOOD

By Our New York Staff TWO hundred and fifty guests sat down to a dinner of chicken, ham or roast beef in a school cafeteria in Chicago—and paid for their meal with a pint of blood.

The dinner was provided by Mr and Mrs Charles Corrigan, who have six haemophilic children in their family who need about 1,500 pints of blood a year.

Four of the Corrigan's sons and two grandsons have haemophilia, an hereditary disease transmitted by females but afflicting only males. It leads to profuse and lengthy bleeding, even after minor injuries, because of delayed blood clotting.

The family has been giving such dinners regularly since four of their friends went to a blood-bank one night and then made a social evening of it. Mr Corrigan said: "We have found that people don't like going to a blood-bank alone but thoroughly enjoy the idea of the dinners."

# JOHNSON IN FASHION 40 couturier outfits

MR JOHNSON, the former President, strode into the New York showroom of Mollie Parnis, a leading American Couturier, armed with shopping list, and briskly selected about 40 outfits for secretaries and the wives of friends and people who work with him.

"He was absolutely mad about a Victorian-looking dress with ruffles," Miss Parnis reported. "And though he didn't have anyone on his list for it, he told me to send him a size 10, and he'd find someone who could wear it."

# DOLLS FOR BOYS FUTURE role, says Spock

DOLLS are valuable for boys as well as girls, according to Dr Spock, the child-care authority, writing in *Redbook* magazine. They "dramatise all human relationships" involving children.

"A boy or girl playing with a doll has to break things or wet its pants or be rude to express rebelliousness and hostility. But then he holds or spansks the doll as a way of placating his confidence for the naughty impulses and as a way of practicing his future role as a parent."

# POLES DISCLOSE HEAVY FOOD IMPORTS

By Our Staff Correspondent in Vienna Poland's food supplies have improved considerably since last winter's unrest, largely because of heavy imports. Mr Kozminski, Food Minister, said in Warsaw yesterday that these imports included 155,000 tons of meat. Severe drought last summer reduced Poland's grain yields and seriously affected the potato crops, a staple food.

The political and economic situation was discussed by the Central committee yesterday, in preparation for the party congress beginning on Dec. 6. Special emphasis was put on youth problems.

# Persia near agreement on Gulf islands

By NORMAN KIRKHAM Diplomatic Staff THE dispute between Persia and Arab States of the Persian Gulf over possession of three strategic islands is likely to be settled with the establishment of a garrison in Abu Mousa, one of the islands.

Sir William Luce, Britain's special envoy, who is acting as mediator, is nearing an agreement between the two sides in the dispute, which has been a stumbling block in plans for the British withdrawal from the area by the end of the year.

The Persian garrison is believed to have been the key point in a plan discussed by Sir

# 'Intensive stage' in Rhodesia meetings begins today

By IAN COLVIN in Salisbury

NEGOTIATIONS between Britain and Rhodesia will enter "a fairly intensive stage" today, a British spokesman in Salisbury said yesterday. He was announcing a plenary session this morning between Government.

# 'JAIL MEMO' WARNING BY SITHOLE

By Christopher Manning in Salisbury A DOCUMENT, claimed to have been smuggled out of jail by the Rhodesian leader, has rejected an Rhodesian settlement that does not provide for an immediate majority rule by Africans.

The statement, which accuses the British Government of "evil genius" was handed to Sir Alec Douglas-Home, Foreign Secretary, by a delegate earlier this week, it was claimed yesterday.

Sir Sithole, who led the outlawed Zimbabwe African Nationalist Union (Zanu), serving a six-year term in Salisbury central prison for his part in an assassination plot against Mr Ian Smith, the Rhodesian Prime Minister.

His "statement" said that five principles were irrevocable: "Once the British grant independence on the basis of minority rule the Rhodesian will have full, unqualified sovereignty which they will effectively to maintain (minority) rule against the birth of a majority rule."

# Debits discussions due

Rhodesia's indebtedness to Britain and the outside world after six years of sanctions is due for immediate discussion in Salisbury as soon as there is a political breakthrough.

Debits have already been a subject of preliminary discussion in this year's talks. The Bank of England has taken the view that Rhodesia must shoulder the major part of its indebtedness.

The Rhodesian Government has pointed out that when it offered quite early in the negotiations period to pay dividends on Rhodesian stock and other loans, British refused to allow such payments, on the grounds that under the Southern Rhodesia Act 1965, all Rhodesian transactions must be frozen.

According to figures reaching me from Rhodesian Treasury sources, the total debt at June 1971 is estimated at about 220 million Rhodesian dollars, equivalent to £124,650,000. The debt is being serviced by exchange, by buying and selling rates fluctuating daily as Salisbury talks continue.

Of this total, the arrears of interest and redemption payments amount to £55,750,000 with annual payments due running at £5,124,000.

# Dividends due

This external debt is composed of London-registered stocks, which dividends of approximately £2 million yearly are due on a capital amount of £55,412,000.

There is also £6,194,000 of British Government loans, most overdue for repayment, worth £5 million in arrears. The Rhodesian Power Corporation and Rhodesian railways amounting to £24.4 million. Total indebtedness stands at about two-thirds of Rhodesia's present annual earnings if foreign exchange and arrears of redemptions now due amount to nearly one-quarter of that sum.

Even allowing for Britain and other foreign creditors not wishing to—and not being able to—adopt a Shovkov attitude, there is a serious going to be a period of several years, of austerity, currency exchange allowances, Rhodesia's expanding industries if the accrued debts are to be wiped out.

Prime Minister, the Portuguese said to Mr Smith assuring him of his close interest in an Anglo-Rhodesian settlement.

A fresh success was reported yesterday by guerrillas of the Front Line, the Liberation of Mozambique, who have captured a number of vehicles on the road between Rhodesia and Malawi which passes through Tete province in Mozambique. African drivers now refuse to venture on the 100-mile route, even in convoy.

# ISLAND'S CASH PLEA TO SMITH

Mr Smith, Prime Minister of Rhodesia, is to be asked to release interest payments of a trust fund established in Salisbury to help the development of Lewis in the Outer Hebrides.

The Province of Stornoway, Mr Sandy Matheson, is writing to Mr Smith pointing out that one man in three in the island is unemployed. Payments from the fund, established by a Lewis man who emigrated to Africa, have been frozen since U.D.I. in 1965.

# CHINA AIDS GUYANA

By Our Georgetown Correspondent China is expected to give technical assistance to Guyana in establishing textile mills as a result of a bilateral trade agreement signed earlier this week.

Mr Burnham, Prime Minister, has a youth convention in Georgetown. It is also set up to utilise animal hides.

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## FARMING PLAN FOR EUROPE APPROVED

By Our Paris Staff

The Common Market parliament in Strasbourg yesterday approved a revised version of the plan to modernise European agriculture proposed by Dr Sirco Mansholt, Agricultural Commissioner of the Six.

The Mansholt plan proposes an average increase of eight per cent on the prices for European agricultural products, to be introduced in 1972-73.

Opposition to the plan came from the French Gaullist group in the Assembly, which called the 68-point proposals: "an insidious mixture of hypercapitalism and Marxism" which will favour major enterprises and lead to the disappearance of small family farmers.

### Dances have London talks

Our COMMON MARKET CORRESPONDENT writes: Mr Krug, Danish Prime Minister, and Mr Nordgaard, Foreign and Economic Minister, discussed plans for completing the Common Market negotiations with Mr Heath in London last night.

### BRUSSELS POST FOR NFU MAN

By Our Agricultural Correspondent

Mr Tom Cowen, 54, a former farmers' leader, is to become director of the Brussels office which is to be established by the three British farmers' unions, it was announced yesterday.

### Diners pay with pints of blood

By Our New York Staff

TWO hundred and fifty guests sat down to a dinner of chicken, ham or roast beef in a school cafeteria in Chicago—and paid for their meal with a pint of blood.

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### Rhodesia meetings begin today

By IAN COLVIN in Salisbury

NEGOTIATIONS between Britain and Rhodesia will enter "a fairly intensive stage" today, a British spokesman in Salisbury said yesterday. He was announcing a plenary session this morning between Government.

For the first time Mr Ian Smith, Rhodesia Prime Minister, will go to the Cabinet Office with Mr Jack Howman, his Foreign Minister, and Mr Desmond Lardner-Burke, Minister for Law and Order, the ministers empowered with him to make a settlement.

Meetings between Mr Smith and Sir Alec Douglas-Home, Foreign Secretary, on Monday and Wednesday were not of a formal negotiating character.

Sir Alec yesterday met six members of the ruling Rhodesian Front, led by Mr Desmond Frost, the chairman, who explained their principles and policies. These aim at creating "separate facilities and amenities" and stress the importance of the Land Apportionment Act.

The 15 party principle caused Sir Alec considerable dismay and his response was terse and outspoken, I understood. The Rhodesian Front delegates made no statement afterwards.

Sir Alec paused in the middle of a tour of African townships to say, with a smile, when asked for a statement on progress in the talks: "More about that in a few days."

### Debits discussions due

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### Military aid

"When the Africans rise against the oppressive minority regime, the regime will be entitled to call on military aid from other countries.

"The effect of granting independence to Rhodesia will therefore strengthen minority rule and relegate the white people to a life in which the full human rights are indefinitely shelved to white supremacy."

Mr Sithole accused Britain of "subtly engaging in the colonising exercise through their own kin and kin to whom they now propose to give independence before majority rule."

This was "the evil genius of Her Majesty's Government."

Neither British nor Rhodesian officials would say when or where Sir Alec will be meeting Mr Sithole or the other detained nationalist leader, Mr Joshua Nkomo.

### Sir Alec's tour

A British spokesman said Sir Alec still wished to meet Mr Sithole but the Rhodesian authorities had not replied to his request to do so.

Sir Alec yesterday "took the afternoon off" to make a two-hour tour of the African town of Highfield and the affluent African suburb of Marlborough.

His Rhodesian speed, driven by a Rhodesian policeman, was slow and a Rivington Union Jack pennant, drove into Highfield followed by a cavalcade of more than 50 press and television cars.

The impromptu tour caught most of the township residents by surprise, but as word got around, it took on the air of a Royal occasion.

Sir Alec stopped in the crowded Michipisa Square area, called on the proprietors of the "Flats" bottle store.

### Spacious homes

He also called in at several African houses and a primary school, chatting amiably with crowds of Africans, young and old, who surged around.

At Marlborough, where most of Salisbury's African businessmen live in spacious, well-appointed residences, Sir Alec was shown around one of the houses by two housewives.

He told reporters he was making the tour to see the changes since he was last in Salisbury in 1968.

It was easy to jump to conclusions, he said, but it seemed that they are taking advantage of opportunities to buy and rest their own houses.

Of his Salisbury talks, Sir Alec said: "I have been talking to a lot of Africans here and in London so one knows what African opinion about the talks is."

### Persia near agreement on Gulf islands

By NORMAN KIRKHAM Diplomatic Staff

THE dispute between Persia and Arab States of the Persian Gulf over possession of three strategic islands is likely to be settled with the establishment of a garrison in Abu Mousa, one of the islands.

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By Our Georgetown Correspondent

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Mr Burnham, Prime Minister, has a youth convention in Georgetown. It is also set up to utilise animal hides.



# ANGLO-MALTESE AID TALKS NEAR END OF FIRST PHASE

By ANTHONY MANN in Valletta

THE third round of preparatory talks for negotiation of a new Anglo-Maltese defence agreement, which continued in Valletta yesterday, is expected to end at the weekend.

At least one further round of discussions is likely to follow in December. The British delegation is led by P. T. E. England, of the Ministry of Defence. The joint memorandum of understanding agreed at Chequers by Mr Heath and Mr Mintoff, Prime Minister of Malta, on Sept. 18, envisaged a period of three months for reaching agreement on financial issues.

## NUCLEAR THREAT TO 95 PER CENT OF INDUSTRY

By STEPHEN BARBER in Washington

RUSSIAN submarines can already bring 95 per cent of America's population and industrial centres in range of their nuclear missiles in a sneak attack.

A warning was given by Hyman Rickover, the US Navy's leading nuclear submarine expert, when he told the American Nuclear Energy Society that Russia is preparing a military force which, by 1975, will be ahead of ours in almost every respect.

It is estimated that Russia will have something like 100 nuclear submarines, more than the United States has at present.

The Russian Navy is growing rapidly. It has not yet wrested command of the seas from the United States, but it is making a determined effort to do so.

## U.S. DEATHS IN VIETNAM LAST WEEK

Our Saigon Correspondent

SAID AMERICAN SOLDIERS WERE KILLED IN VIETNAM LAST WEEK AND WOUNDED, ACCORDING TO OFFICIAL FIGURES.

THE DEATH TOLL SUGGESTS A CONSIDERABLE DECREASE IN THE NUMBER OF AMERICAN CASUALTIES.

## DOG ON MARS MAKES TV DEBUT

Our New York Staff

REPORTS THAT THERE APPEARS TO BE A DOG ON MARS, ACCORDING TO LATEST PHOTOGRAPHS TRANSMITTED BY THE ORBITING AMERICAN CRAFT MARINER 9.

## ASH KILLS PRIEST

Our Staff Correspondent

REPORTS THAT THE VATICAN SECRETARY OF STATE HAS ANNOUNCED THE DEATH OF A PRIEST WHO WAS KILLED IN A FIRE IN A MINE IN NORTH ITALY.

## MINEERS DIE IN FIRE

Our Staff Correspondent

REPORTS THAT TEN MINEERS WERE KILLED AND EIGHT INJURED IN A FIRE IN A MINE IN NORTH ITALY.



What looked like Presidential backing for the Black Power movement was only some sort of optical illusion. Much to the annoyance of the White House, actor James Laroe is using unlikely situations to make money out of his striking resemblance to Mr Nixon, and this picture will be included in a fashion feature in January's Harper's Bazaar.

# Castro disappoints Chile's student revolutionaries

By FRANK TAYLOR in Concepcion, Chile

DR CASTRO yesterday told a crowd of Chilean students belonging to the Movement of the Revolutionary Left that they must find the true way to revolution themselves.

His words clearly disappointed the hundreds of "Miristas," who had greeted the Cuban Prime Minister with a forest of red and black flags on the campus of the University of Concepcion.

Concepcion is the stronghold of the extremists, whose doctrine of armed revolution is giving so much trouble to the Marxist-Socialist coalition of President Allende.

It is the Miristas who have organised the peasants in the south of Chile to seize and occupy private farms. In the provinces of Cautin and Valdivia, a hundred farms have been taken over.

"Fighter for liberty" Dr Castro told them: "We are all fighters for liberty." But as he has done throughout his Chilean tour, he again gave the impression that President Allende should be given as



## SOVIET SPY ABEL LIES IN STATE

By Our Moscow Correspondent

RUDOLPH ABEL, the Soviet master spy who died of lung cancer on Monday, was cremated in Moscow yesterday.

Earlier, journalists were forbidden to wait by the Lubyanka Prison, headquarters of the KGB, the State security police, where Abel's body lay in state. But a queue of mourners waited to pay their last respects to the man said to have controlled Russia's spy network in America for nine years.

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# For sheer value the nearest rival to the new Cortina is still the old Cortina.

No other car in the country gives you as much for the money as the Cortina Mark III. The peak of nine years' Cortina development, it has everything in its range licked. Here's what the motoring press had to say:-

- Dual-line braking system.** The brakes were highly praised...not only for their ultimate stopping power...but also for their beautifully progressive feel—*Autocar* (July 1971).
- Long wheelbase.** Most of the increase has gone to improving the amount of room inside the car—*Autocar* (June 1971).
- Wide track.** The roadholding is better than anything Ford

- have ever achieved...clings to even the most dubious road surface—*Sunday Express* (October 1970).
- 'Body contoured' seats.** This Cortina is probably one of the most comfortable cars Ford of Britain have made, at any price—*The Times* (November 1971).
- 4 bar link suspension.** The result is a higher standard of ride, quieter and more refined than in past Cortinas, with excellent roadholding—*Daily Mail* (October 1970).
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- previously rated as the best around—*Autocar* (October 1970).
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## WORKLESS TOTAL UP BY 40,000 TO 970,000

By **BLAKE BAKER**, Industrial Correspondent  
**UNEMPLOYMENT** rose sharply this month by more than 40,000 to 970,022, including Northern Ireland, on Nov. 8 and thus came within striking distance of one million workless by Christmas.

It was the biggest increase for the month since October-November, 1966, when there was a freak rise of 106,000. In Great Britain, total workless rose by 39,691 to 926,243, compared with 602,000 a year ago.

The percentage of unemployment was 4.0, against 3.9 on Oct. 11 and 2.6 in November, 1970. The most serious aspect of the increase was that wholly unemployed adults rose by 39,446 to 839,430, the highest figure since the winter of 1939-40.

**Seasonal factors**  
If adjusted to exclude seasonal factors, the figure was about 855,000, a rise of 22,100. The seasonally adjusted percentage was 3.7, against 3.6 in October and 2.5 in Nov. 1970.

The adjusted figures rose by about 18,700 a month from August to November, and about 20,600 monthly in the six months since last May.

Unemployed school-leavers fell by 7,384 to 11,915, partly as a result of intensified efforts by the Department of Employment and training boards to find them jobs. Temporarily stopped workers rose by 7,629 to 74,898. This figure included between 12,000 and 20,000 workers made idle by the one-day stoppage in the Coventry toolroom dispute on the day of the count.

**Wide variations**  
The unemployment situation in the regions, given below, conceals wide variations. For example, in the normally prosperous West Midlands, unemployment among men was 7.6 per cent, against 2.8 per cent a year ago, and for women only

1.8 per cent. In Scotland, unemployment among men was 8.6 per cent.

Overall changes in the regions were:

Region	Total Nov 8	Change since Oct 11	% Nov 8	% Oct 11	% 1971
South	174,583	+11,482	2.2	2.1	2.1
East	21,148	+394	5.3	5.2	5.2
West	53,402	+4,469	4.0	3.6	3.6
Mid'ds	126,642	+4,859	5.5	5.3	5.3
Yorkshire & Humberside	47,310	+671	3.3	3.3	3.3
North	90,257	+1,439	4.5	4.4	4.4
West	136,444	+6,235	4.7	4.5	4.5
Northern	84,785	+3,389	6.4	6.1	6.1
Wales	50,218	+1,916	5.2	5.0	5.0
Scotland	141,454	+5,047	6.6	6.3	6.3

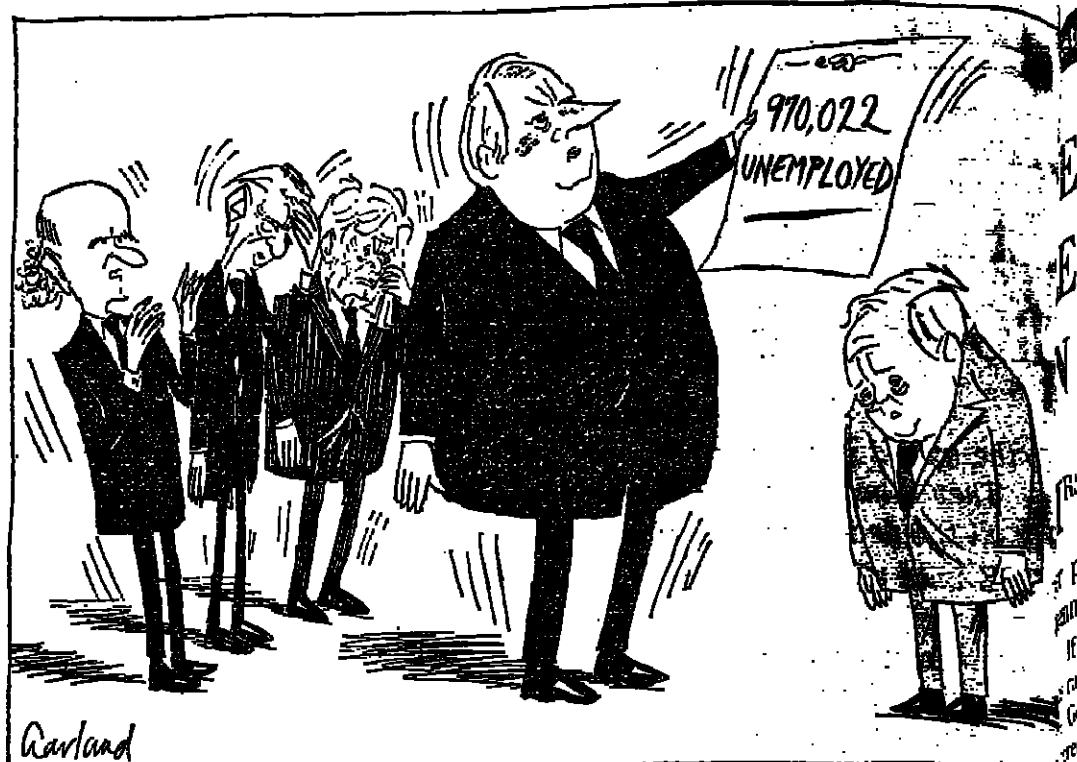
### Feather's predictions

Whether the one million level predicted by Mr Feather, TUC general secretary, and others is reached next month depends on various factors.

Settlements of the Coventry dispute would reduce the total, and Christmas business requiring extra staff might make some impression.

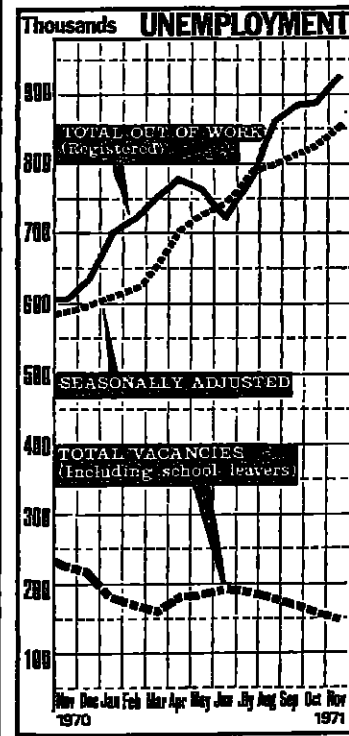
But about 32,000 redundancies were notified in October, compared with 24,000 in September, and these are by no means all taking place or planned. In the first 10 months of 1970, 290,000 redundancies were notified, a rise of 59 per cent over 1970.

Last year, unemployment increased between November and December by 18,000, excluding Ulster. If there is another jump next month, particularly if as-



"Now look what you've made us do!"

mented by a cold spell, the million could be reached. In Whitehall, there are hopes that economic indicators showing signs of recovery mean an alleviation of the position. But if present trends continue, and the winter is severe, there still seems every possibility of 1,100,000 workless before spring. The rise in the number of workless is matched by a fall in the number of jobs available.



Total unfilled vacancies on Nov. 3 were 148,842, a fall of 10,348 from Oct. 6.

Jobs for adults were 5,199 fewer at 113,947. The seasonally adjusted figure increased by about 1,100 to 117,200. Vacancies for young people were 5,149 down to 34,855. Significantly, 66,233 of the unfilled vacancies were in the South East.

### Editorial Comment—P16

## FRESH CHARTER FOR PRINTERS' PENSION

A new charter has been approved by the council of the Printers' Pension Corporation. It was announced at the corporation's 144th anniversary festival in London. The charter, embodying the name Printers' Charitable Corporation, has still to receive the formal blessing of members and of the Privy Council.

It will provide for convalescence, geriatric nursing, a holiday home and scholarships as well as its present function of making financial help and accommodation available for retired people. Women will be enabled to become members. Mr Arthur Reynolds, secretary of the corporation, said at the festival that the 1971 appeal raised £88,432.

## BAN ON COAL IMPORTS REJECTED

By Our Business Correspondent  
Sir John Eden, Minister for Industry, yesterday rejected appeals from a miners' group of MPs to reimpose the ban on coal imports. The Government removed the ban last winter because there were fears of coal shortages.

The delegation, headed by Mr Alex Eadie (Lab, Midlothian) and including Mr Mason (Lab, Barnsley), former Minister of Power, fear that the imports might mean a cutback in domestic production and damage the effect of the miners' overtime ban and threatened strike.

But Sir John told them there was no reason to advance the import review scheduled for March. He said the higher cost of imported coal was unlikely to mean there would be any rise above current levels. Most of it has come from America and Australia.

## ZEBRA CROSSINGS ZIGZAG WARNING

Zigzag markings are to be painted at London's zebra crossings to warn drivers about overtaking within 20 yards of a crossing. Greater London Council is spending £50,000 on the task and the first markings will appear at Wandsworth next week.

## SHIP LINE AXE 200

Two-hundred Associated Humber Lines shore and sea-going staff in Hull are to lose their jobs because services to Rotterdam and Antwerp are to be discontinued over the next two weeks, it was announced yesterday.

## Barber speaks on growth and jobs

WHAT is the most worrying immediate problem facing the Chancellor of the Exchequer? It is, he admits in an exclusive interview with Patrick Huterer of *The Sunday Telegraph*. And yesterday's announcement of the November total of 970,022 underlines his anxiety.

What then is the Government doing about unemployment? Is it prepared to do more? Will it, for example, use increased public expenditure to mop up some of the jobless?

These are some of the questions Mr Anthony Barber confronts in his interview with Huterer, who has subjected him to a close examination on aspects of the current economic ferment. Why is he so confident about Britain's chances for rapid and sustained growth? How strong is the balance of payments? Where do we stand in the international monetary crisis? Is the more tax reform to come?

Read Anthony Barber's reply in the next issue of *The Sunday Telegraph*.

## 10 1/2 pc FOR FIREMEN

By Our Industrial Staff  
**PAY** rises of between 7 and 10 1/2 per cent for 26,000 firemen, backdated to Oct. 1, are recommended in the report of a Government-ordered inquiry published yesterday.

The report also recommends changes in grading and effort to cut down the present average 56 1/2-hour week. The proposals would give firemen with over four years service working a 56-hour week £1,850 a year against £1,400 now. A salary range is suggested for grades between station officer and chief divisional officer of £2,350 to £4,000. The present range is £2,151 to £3,098.

(Read the *Continuing Inquiry into the Fire Service* in *The Sunday Telegraph* Office 906-1, Canal 40)

## Carr move awaited to avert strike

By Our Industrial Correspondent

**MR CARR**, Employment Secretary, is expected to decide today whether to make further, last-minute efforts to avert the official strike of 8,000 Coventry toolroom workers due to start tonight.

The threatened stoppage, backed by the Engineering Union, will rapidly halt Coventry motor production. Its effect will extend to other car components plants and tens of thousands of other workers will be made idle.

Little progress was made in separate talks at the Department of Employment yesterday between senior conciliation officials and both sides.

Mr R. W. Wright, Engineering Union executive member, said afterwards: "There is a probability of a joint meeting at this stage."

"We are available for discussions to avoid conflict," he said, the basis for agreement must be retention of the Coventry toolroom agreement until an alternative was negotiated.

## 'Fact finding'

Mr A. Berry, director of the Coventry Engineering Employers' Association, said the talks were simply a "fact-finding exercise."

The dispute centres on the unilateral cancellation by employers of the 1941 rate-fixing agreement whereby toolmakers, who repair breakdowns in production machines, were paid a wage based on average earnings of skilled production workers.

This produced a rate of £40-80 for a 40-hour week, much the same as skilled car workers, although less than those still on piecework. Mr Wright has claimed the employers plan to break down Coventry wage standards, which are the highest in the country.

Unions have also argued that preservation of the arrangement for skilled toolroom men to get regular, automatic and negotiated rises will ensure continued stability and peace.

But since cancelling the agreement because of its inflationary effects, the employers have offered further rises until new plant agreements are negotiated. They have also promised that no one will suffer a loss of earnings.

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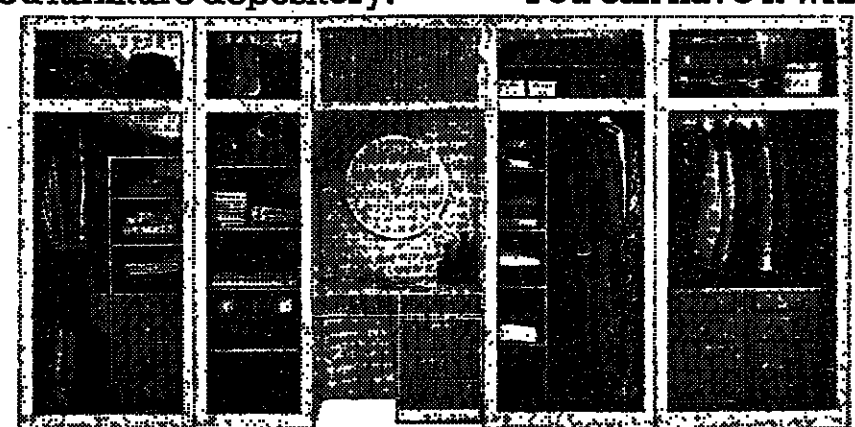
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Yesterday in Parliament

# Short accuses Mrs Thatcher of 'stealth'

## TEACHERS INQUIRY LEAK ALLEGATION CENSURE MOVE

By OUR PARLIAMENTARY STAFF  
MRS THATCHER, Secretary for Education and Science, rejected Labour charges that policies were "socially divisive" in the unions last night.

If one thing made a contribution to social equity it was raising the school age to 16, she declared. This was the Government's priority in the secondary field, and she said the Labour Government had proposed raising the school age to 16, she declared. This was the Government's priority in the secondary field, and she said the Labour Government had proposed raising the school age to 16, she declared. This was the Government's priority in the secondary field, and she said the Labour Government had proposed raising the school age to 16, she declared.

### One fig leaf paraded

During the debate, Mr T. (Newcastle upon Tyne), Opposition spokesman on education, submitted the motion deploring Government policies "which will perpetuate the disparities in our educational system and are socially divisive and economically wasteful, and their failure to provide adequate and equal opportunities for the expansion of higher education."

### Gross discourtesy

He complained of gross discourtesy shown by the Government in inviting union associates to express views, to write reports before receiving those views and to have the effrontery to press for details on the building programme. Mrs Thatcher should reveal the date on which the schools could replace inadequate and unsatisfactory school buildings for the purpose for which they were used.

### Parochial view

On the effects of the Government's proposals for local government reform on education, Mr Short said teachers and educationists throughout the country were appealing to the Government to abandon their parochial view on this.

"We are all fond of our local education authorities, but we really cannot impair the education of future generations of our children in order to pander to lower councillors who, not unnaturally, want as many powers as possible."

How could the Minister justify placing education in the hands of 11 of the 33 proposed metropolitan districts who had fewer than the Government's own minimum figure of a quarter of a million for a viable education authority?

### Speech 'full of distortions'

Mrs THATCHER moved a Government amendment rejecting the Opposition motion. It also warmly commended the Government's educational policies at all levels, in that: "They are enlarging educational opportunities by providing additional resources to bring about increased building programmes for schools and colleges, by the expansion of further and higher education, by the raising of the school-leaving age and by increased support for deprived areas, with special reference to the needs of young children."

### Independent study

The review of Youth Service headquarters grants would take a long time because the Standing Conference of the National Voluntary Youth Organisations had asked that it should be an independent study.

### Stop the nonsense

Mr FRESON (Lab., Willesden E.) intervened to say that these 6,000 schools had not been created in the last six years. Would the Minister stop the nonsense of telling the public that she proposed to replace all the out-dated primary schools?

### Additional grant

For the academic year starting next August, Mrs Thatcher said she was glad to announce provisional allocation of recurrent grant for 1972-73 of £248.5 million. This included £1.7 million for the running costs of computers.

### Parochial view

On the effects of the Government's proposals for local government reform on education, Mr Short said teachers and educationists throughout the country were appealing to the Government to abandon their parochial view on this.

programme for raising the school-leaving age which had been proposed by the Labour Government but for which the Conservatives had had to find the resources.

Mr SHORT exclaimed, "That is not true. This programme started three months before the General Election."

Mrs THATCHER replied: "I give you three months out of £125 million but few will forget that this was the casualty first in the Labour Government's mind when they cut educational expenditure."

There were Government grants when Mr SHORT retorted: "Did you have a balance of payments deficit of £700 million?"

As the row continued, Sir GERALD NABARRO (C. Worcs. S.) intervened to ask the Deputy Speaker (Sir Robert Grant-Ferris) to restrain Mr Short and ask him to reciprocate Mrs Thatcher's courtesy in listening to his speech in silence.

Sir ROBERT said, amid laughter, that an Opposition member was more critical of the Government than Government supporters of the Opposition.

### More taking free meals

Turning to school meals and milk, she said that available returns on the October census showed that the trends in the 163 authorities in England and Wales showed that 59.4 per cent of pupils present on the census day took the school meals. This compared with 55.4 per cent last autumn.

Free meals were served to 10.6 per cent of the pupils present. That compared with 10.1 per cent in May and 8.5 per cent last autumn. 4,105,000 meals were taken on census day this autumn, compared with 3,667,000 in May and 4,553,000 last autumn for the same authorities.

For free meals the corresponding figures were 733,000 now, 698,000 last May and 578,000 last autumn. The latest census showed that over 9,000 mid-day meals other than school dinners were being served while 545,000 pupils took sandwiches to eat at lunchtime.

The preliminary indications were that about half of those who stopped taking school dinner between last autumn and last May had now returned to it.

"This is a substantial recovery in a relatively short time. I would hope to see this trend maintained." She wanted to see more dinners taken in preference to sandwiches.

"I particularly welcome the fact that the number of children taking free meals is still rising." This was a sensible use of economic resources and helped significantly to reduce disparities. The results showed more parents were aware of this important benefit and were ready to claim it for their children.

### Pupils buying milk

The returns from 138 authorities for school milk showed that 26,300 children over seven in primary schools, just over 1 per cent in the age group, got free milk on health grounds. Over 16,000 primary pupils and 1,100 secondary pupils had bought milk in the 30 authority areas which had so far arranged for its sale. "This I welcome."

When Mr BUCHAN (Lab., Renfrew W.) asked her to send a letter she had sent to him to medical officers, she retorted that it was never part of a Minister's duty to tell them how to do their job and she did not intend to start now.

Refuting charges of failure to expand higher education, Mrs Thatcher said she had decided to add £15,100,000 to the university recurrent grants for the present academic year.

The increase took account of price rises over the last 12 months. Grants would rise from £225 million to £238,100,000. With grants for local authority rates and other small items included, the grants since 1966 were the first short of £1,000 million. This was the more remarkable in comparison with the previous quinquennium (1962-1967) when grants amounted to well under £500 million.

For the academic year starting next August, Mrs Thatcher said she was glad to announce provisional allocation of recurrent grant for 1972-73 of £248.5 million. This included £1.7 million for the running costs of computers.

"I have decided to make a provisional allocation on top of this of equipment grant of £22.25 million (Conservative cheer). These sums are related to a total of 247,000 students in Great Britain in 1972-73."

When the University Grants Committee submitted its advice for the whole quinquennium, these provisional allocations would be reviewed and firm figures for 1972-73 would be included in the Bill submitted for the whole quinquennium.

She had given a straightforward account, because the facts spoke for themselves. Mrs Thatcher was cheered by Conservatives when she added that, in the face of the facts, the Government did not have to resort to personal attacks.

They were providing the resources to carry out their programme and, in some key respects, were providing extra resources. They were also taking fresh initiatives to remedy neglect which the previous administration had apparently overlooked.

The debate was continued.

Today in Parliament  
HOUSE OF COMMONS  
2.30: Superannuation Bill, 2nd rdg.; Representation of the People (Parliamentary Constituencies) Order.

### Commons Questions

## JENKINS CALLS FOR JOB PLANS

By Our Parliamentary Staff  
MR ROY JENKINS, Opposition spokesman on economic affairs, demanded in the Commons yesterday that the Government should present detailed plans for dealing with unemployment.

Describing the latest unemployment figures as "extraordinary," he said we were now in by far the worst position since 1959. He asked Mr Maudling, Home Secretary, who was absent, to explain the situation in the absence of the Prime Minister.

"Will you recognise that it is no good our reading day after day statements from the Prime Minister and other Ministers that unemployment is improving, when the way figures show it is getting worse?"

"The Chancellor in each of his four main economic forecasts this year as been wrong on employment."

"Will you give us an assurance that the Government will now come to the House at an early stage and give their detailed forecasts and plans for dealing with the gravest social problem which has faced this country for a generation?"

Mr MAUDLING: "I will certainly recognise the seriousness of today's unemployment figures if, in your turn, you will recognise the scale of the efforts already made, and also accept the scale of the inflationary problem you left to us."

### Post-war record

Mr WILLIAM HAMILTON (Lab., West Fife) described the unemployment figures as "an obscenity," with an all-time post-war record of 141,000 for wholly unemployed people. The Government announce now when they think that the unemployment figures will go down, or give an estimate when they will reach 1,500,000?"

Amid jeering from Labour Mrs MAUDLING replied: "The Government's policy is already on a scale greater than this country has ever seen. As far as Scotland is concerned, new expenditure in public investment has been embarked upon and other projects are being studied."

Mr HIFFER (Lab., Walton), stating that the unemployment percentage in the North West had risen from 2.8 last year to 4.7 this, claimed that the Government had shown itself "completely inept in dealing with the economic problems of this country."

Mr MAUDLING: "I don't seek in any way to minimise the seriousness of the situation. I must repeat that the problem with which we have been dealing is one of rising unemployment when we took over and soaring inflation."

An attempt by Mr ROBERT BROWN (Lab., Newcastle, W.) to gain an emergency debate on unemployment was rejected by the SPEAKER, Mr Selwyn Lloyd.

### Student finance

Proposals in the consultative document on financing of students' unions might tend to increase the conflict in the universities rather than bring about more harmony," said Mr BIGGS-DAVISON (S. Chigwell).

Mr St JOHN-STEVAS (C. Chelmsford) said many Conservative M.P.s while praising the courage with which the difficult problem of minority abuses of student unions had been tackled, felt that a registrar would be a more desirable solution.

Mr van STRAUBENZEE, Under Secretary, Education, assured him that this would be considered. The document said several times it was consultative and such proposals as the ones Mr St John-Stevas outlined, are quite definitely still on the table."

### Lovers' terrace

Mr FAULDS (Lab., Smethwick) Opposition spokesman on the arts, offered to "walk hand in hand" with Mrs Thatcher, Education Secretary, along the terrace of Somerset House, if she would open it to lovers and other couples to wander on.

He urged that Mrs Thatcher should "get to work on" the Environment Secretary (Mr Peter Walker) and persuade him to free Somerset House for use "more appropriate to its splendour and elegance."

Mr van STRAUBENZEE retorted that if the terrace of Somerset House was to be a success, it would be better for Mr Faulds to "stay well away from it."

### Mrs Thatcher 'mean'

Mr KAUFMAN (Lab., Ardwick) said Mrs Thatcher was rapidly "becoming to British education what Attila the Hun was to Western civilisation."

A little earlier Mr W. PRICE (Lab., Rugby) described her as "the most mean and vicious member of a thoroughly discredited Government." He added: "In view of your determination to stand firm on free school milk, will you at least give the House an assurance that you have not other 18th-century measures tucked up your sleeve?"

Mrs THATCHER: "I am trying to relieve some 18th and 19th-century provisions in primary schools. Thirty local authorities had so far made arrangements for selling milk in schools. She hoped more would use their powers."

House of Lords

# Office control to stay in South-East but not for ever

By OUR PARLIAMENTARY STAFF  
THE Government thought it right to retain specific powers to guide and control office development in the South East, Lord SANDFORD, Under-Secretary, Environment, told the Lords yesterday.

Moving the second reading of the Town and Country Planning (Amendment) Bill, which extends the powers for a further five years, he said the Government had no wish to make them permanent.

Careful consideration had been given to whether the powers should be allowed to lapse.

They were now in use only in the South East of England in connection with the movement of office work out of London and in particular out of the congested central area.

LORD GREENWOOD OF ROSSENDALE, from the Opposition Front Bench, said the Government should institute a review to enable Parliament more effectively to assess the effects of control before deciding to abandon it during the next five years.

### Control 'should go'

Lord SILKIN (Lab.), who was the Minister in charge of the 1947 Town and Country Planning Act, said it required modernisation, "but must the subject become so complex?"

"I strongly disagree with the whole concept of office control. The control was imposed in 1955 with enthusiasm and heat because there was a fear that the large cities were developing in such a way that traffic problems would become unbearable."

"It may be, but was thought given to the disadvantage of doing what was done? It has created a terrible shortage of office accommodation and it is virtually impossible now to get small accommodation."

There was plenty of the larger type. Wherever one went in the large cities, there were large office blocks which seemed to attract tenants without much difficulty. Apparently the Ministry approved of what they called prestige offices, but the small man did not want prestige.

The Bill received an unopposed second reading. The House rose at 5.53 p.m.

# Ombudsman values publicity

By Our Political Correspondent  
IN his first report this session, published yesterday, Sir Alan Marre, the new "Ombudsman," shows his awareness of the need for more publicity to be given to his findings.

Reporting as Parliamentary Commissioner for Administration to a Select Committee of M.P.s, Sir Alan says he welcomes their interest in the problem.

"This consists of reconciling his statutory obligation to conduct investigations in private with the 'proper concern of the Press and other news media' about the results."

It is open to M.P.s themselves, when they consider it desirable and appropriate, to pass on to the Press the results of the Ombudsman's investigation of particular cases they have referred to him.

It is also open to the Ombudsman to lay before Parliament from time to time such reports on his functions as he thinks fit.

Sir Alan points out that, with the consent of the MP and complainant, he has already made use of this power to publish the result of one individual investigation. He adds: "I shall keep in mind the possibility of publishing further individual cases of special or general interest. Although I have not in mind at this stage any particular change of practice, I intend to keep under review the general arrangements for making known the results of my work."

### COMING DEBATES

- HOUSE OF LORDS
  - Mon.: Museums and Galleries Bill, 2nd rdg.; Local Aid (Extension of Provisions) Regulations and similar regulations for Scotland; Industrial Court (Appeals) Order and a similar order for Scotland.
  - Tues.: Debate on the report of the Select Committee on Procedure of the House.
  - Wed.: Debate on the Scottish Economy (Lord Polwarth).
  - Thurs.: Sierra Leone Republic Bill and Diseases of Animals (Amendment) Bill (Lord Somers), 2nd rdg.; debate on air fares (Baroness Burton of Coventry).
- HOUSE OF COMMONS
  - Mon.: Criminal Justice Bill, 2nd rdg.
  - Tues.: Debate on unemployment Bill, 2nd rdg.
  - Wed.: Transport Holding Company Bill, 2nd rdg.
  - Thurs.: Debate on reports of the Committee of Public Accounts.
  - Private Members' motions.
  - Mon., Nov. 23: Debate to be announced.

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UNEMPLOYMENT rose sharply this month by more than 40,000 to 970,022, including Northern Ireland, on Nov. 8 and thus came within striking distance of one million workless by Christmas.

It was the biggest increase for the month since October-November, 1966, when there was a freak rise of 106,000. In Great Britain, total workless rose by 39,691 to 926,243, compared with 602,000 a year ago.

The percentage of unemployment was 4.0, against 3.9 on Oct. 11 and 2.6 in November, 1970. The most serious aspect of the increase was that wholly unemployed adults rose by 39,446 to 839,430, the highest figure since the winter of 1939-40.

**Seasonal factors**  
If adjusted to exclude seasonal factors, the figure was about 855,000, a rise of 22,100. The seasonally adjusted percentage was 3.7, against 3.6 in October and 2.5 in Nov. 1970.

The adjusted figures rose by about 18,700 a month from August to November, and about 20,600 monthly in the six months since last May.

Unemployed school-leavers fell by 7,384 to 11,915, partly as a result of intensified efforts by the Department of Employment and training boards to find them jobs. Temporarily stopped workers rose by 7,629 to 74,898. This figure included between 12,000 and 20,000 workers made idle by the one-day stoppage in the Coventry toolroom dispute on the day of the count.

**Wide variations**  
The unemployment situation in the regions, given below, conceals wide variations. For example, in the normally prosperous West Midlands, unemployment among men was 7.6 per cent, against 2.8 per cent a year ago, and for women only

1.8 per cent. In Scotland, unemployment among men was 8.6 per cent.

Overall changes in the regions were:

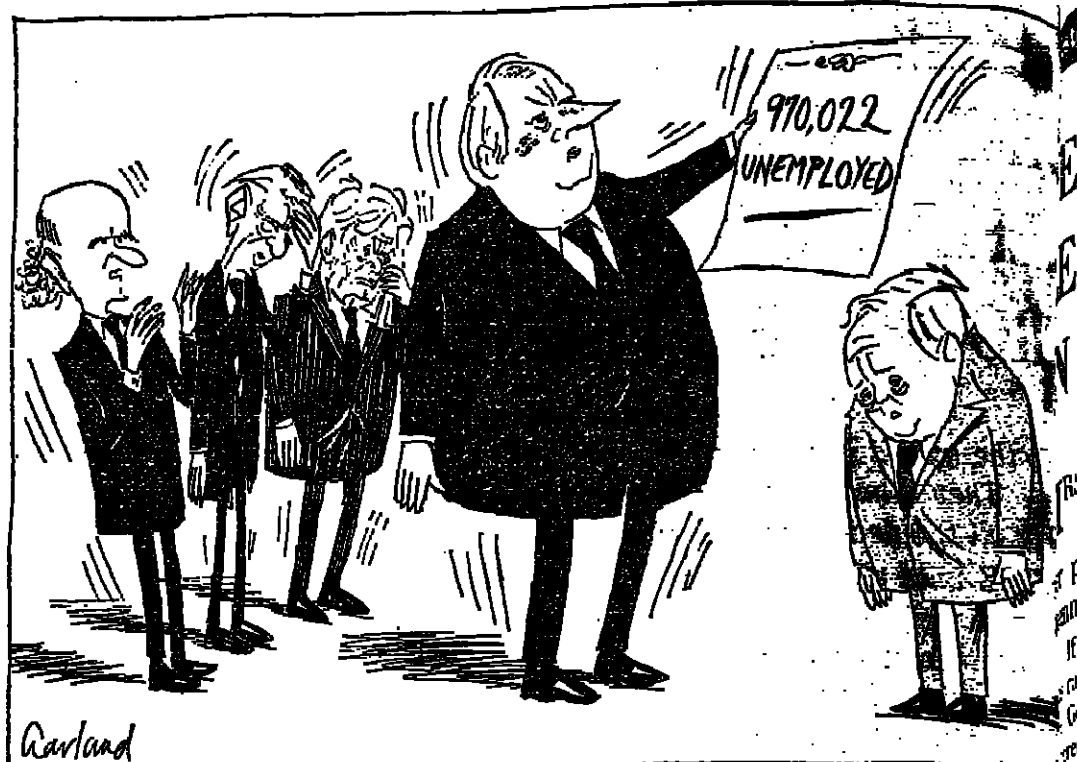
Region	Total Nov 8	Change since Oct 11	% Nov	% Oct
South	174,583	+11,482	2.2	2.1
East	21,148	+394	3.3	3.2
South West	53,402	+4,469	4.0	3.6
West	126,642	+4,859	5.5	5.3
Midlands	47,310	+671	3.3	3.3
Yorkshire & Humberside	90,257	+1,439	4.5	4.4
North	136,444	+6,235	4.7	4.5
Northern	84,785	+3,389	6.4	6.1
Wales	50,218	+1,916	5.2	5.0
Scotland	141,454	+5,047	6.6	6.3

**Feather's predictions**  
Whether the one million level predicted by Mr Feather, TUC general secretary, and others is reached next month depends on various factors.

Settlements of the Coventry dispute would reduce the total, and Christmas business requiring extra staff might make some impression.

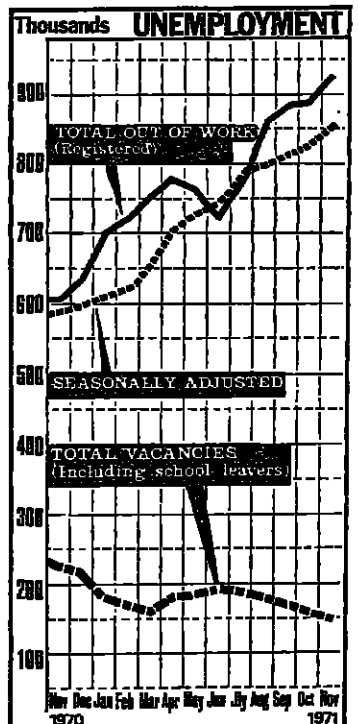
But about 32,000 redundancies were notified in October, compared with 24,000 in September, and these are by no means all taking place or planned. In the first 10 months of 1970, 290,000 redundancies were notified, a rise of 59 per cent over 1970.

Last year, unemployment increased between November and December by 18,000, excluding Ulster. If there is another jump next month, particularly if as-



"Now look what you've made us do!"

mented by a cold spell, the million could be reached. In Whitehall, there are hopes that economic indicators showing signs of recovery mean an alleviation of the position. But if present trends continue, and the winter is severe, there still seems every possibility of 1,100,000 workless before spring. The rise in the number of workless is matched by a fall in the number of jobs available.



Total unfilled vacancies on Nov. 3 were 148,842, a fall of 10,348 from Oct. 6.

Jobs for adults were 5,199 fewer at 113,947. The seasonally adjusted figure increased by about 1,100 to 117,200. Vacancies for young people were 5,149 down to 34,855. Significantly, 66,233 of the unfilled vacancies were in the South East.

Editorial Comment—P16

### FRESH CHARTER FOR PRINTERS' PENSION

A new charter has been approved by the council of the Printers' Pension Corporation. It was announced at the corporation's 144th anniversary festival in London. The charter, embodying the name Printers' Charitable Corporation, has still to receive the formal blessing of members and of the Privy Council.

It will provide for convalescence, geriatric nursing, a holiday home and scholarships as well as its present function of making financial help and accommodation available for retired people. Women will be enabled to become members. Mr Arthur Reynolds, secretary of the corporation, said at the festival that the 1971 appeal raised £88,432.

### BAN ON COAL IMPORTS REJECTED

By Our Business Correspondent  
Sir John Eden, Minister for Industry, yesterday rejected appeals from a miners' group of MPs to reimpose the ban on coal imports. The Government removed the ban last winter because there were fears of coal shortages.

The delegation, headed by Mr Alex Eadie (Lab, Midlothian) and including Mr Mason (Lab, Barnsley), former Minister of Power, fear that the imports might mean a cutback in domestic production and damage the effect of the miners' overtime ban and threatened strike.

But Sir John told them there was no reason to advance the import review scheduled for March. He said the higher cost of imported coal was unlikely to mean there would be any rise above current levels. Most of it has come from America and Australia.

### ZEBRA CROSSINGS ZIGZAG WARNING

Zigzag markings are to be painted at London's zebra crossings to warn drivers about overtaking within 20 yards of a crossing. Greater London Council is spending £50,000 on the task and the first markings will appear at Wandsworth next week.

**SHIP LINE AXE 200**  
Two-hundred Associated Humber Lines shore and sea-going staff in Hull are to lose their jobs because services to Rotterdam and Antwerp are to be discontinued over the next two weeks, it was announced yesterday.

### Barber speaks on growth and jobs

WHAT is the most worrying immediate problem facing the Chancellor of the Exchequer? It is, he admits in an exclusive interview with Patrick Hutter of *The Sunday Telegraph*. And yesterday's announcement of the November total of 970,022 underlines his anxiety.

What then is the Government doing about unemployment? Is it prepared to do more? Will it, for example, use increased public expenditure to mop up some of the jobless?

These are some of the questions Mr Anthony Barber confronts in his interview with Hutter, who has subjected him to a close examination on aspects of the current economic ferment.

Why is he so confident about Britain's chances of rapid and sustained growth? How strong is the balance of payments? Where do we stand in the international monetary crisis? Is the more tax reform to come?

Read Anthony Barber's reply in the next issue of *The Sunday Telegraph*.

### 10 1/2 pc FOR FIREMEN

By Our Industrial Staff  
**PAY** rises of between 7 and 10 1/2 per cent for 26,000 firemen, backdated to Oct. 1, are recommended in the report of a Government-ordered inquiry published yesterday.

The report also recommends changes in grading and effort to cut down the present average 56 1/2-hour week. The proposals would give firemen with over four years service working a 56-hour week £1,850 a year against £1,700 now. A salary range is suggested for grades between station officer and chief divisional officer of £2,350 to £4,000. The present range is £2,151 to £3,098.

(Read the *Continuing Inquiry into the Fire Service* in *Command* 406)

### Carr move awaited to avert strike

By Our Industrial Correspondent  
MR CARR, Employment Secretary, is expected to decide today whether to make further, last-minute efforts to avert the official strike of 8,000 Coventry toolroom workers due to start tonight.

The threatened stoppage, backed by the Engineering Union, will rapidly halt Coventry motor production. Its effect will extend to other car components plants and tens of thousands of other workers will be made idle.

Little progress was made in separate talks at the Department of Employment yesterday between senior conciliation officials and both sides.

Mr R. W. Wright, Engineering Union executive member, said afterwards: "There is a probability of a joint meeting at this stage."

"We are available for discussions to avoid conflict," he said, the basis for agreement must be retention of the Coventry toolroom agreement until an alternative was negotiated.

**'Fact finding'**  
Mr A. Berry, director of the Coventry Engineering Employers' Association, said the talks were simply a "fact-finding exercise."

The dispute centres on the unilateral cancellation by employers of the 1941 rate-fixing agreement whereby toolmakers, who repair breakdowns in production machines, were paid a wage based on average earnings of skilled production workers.

This produced a rate of £40-80 for a 40-hour week, much the same as skilled car workers, although less than those still on piecework. Mr Wright has claimed the employers plan to break down Coventry wage standards, which are the highest in the country.

Unions have also argued that preservation of the arrangement for skilled toolroom men to get regular automatic and negotiated rises will ensure continued stability and peace.

But since cancelling the agreement because of its inflationary effects, the employers have offered further rises until new plant agreements are negotiated. They have also promised that no one will suffer a loss of earnings.

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Yesterday in Parliament

# Short accuses Mrs Thatcher of 'stealth'

## TEACHERS INQUIRY LEAK ALLEGATION CENSURE MOVE

By OUR PARLIAMENTARY STAFF  
MRS THATCHER, Secretary for Education and Science, rejected Labour charges that policies were "socially divisive" in the unions last night.

If one thing made a contribution to social equity it was raising the school age to 16, she declared. This was Government's priority in the secondary field, and she said the Labour Government had proposed raising the resources to

Short, Opposition spokesman on education, in a rare motion debate, said Government's policies to increase disparities between north and south, between working class schools and public schools, and between working class and middle-class children.

He added: "The policy they propose would be utterly unacceptable to this side of the House."

Mr Short accused Mrs Thatcher of directing the Surrey County Council to retain a selection for grammar schools which were outside the Rydens county secondary school which was established. Consequently the Rydens school would not be a comprehensive school, despite the council's desire that it should be.

Mr Short said it had been quite disgracefully treated by this Government. It was becoming ever more clear that the objective of the Minister was to end the service on a national basis.

Mr Short said it was an exaggeration to say that the service existed but virtually ceased to exist above local authority level. Morale throughout the service was at its lowest for many years.

During her 17 months of office Mrs Thatcher had taken three steps. A Youth Service Development Council was set up on the recommendation of the Abernethy Report, and duly gave advice based on a study of the Youth Service, but Mrs Thatcher rejected their advice out of hand and now she had sacked the council.

She would not increase any of the grants pending completion of the review, to meet the cost of inflation, so this meant a further cut in real terms of about 30 per cent.

"We are all fond of our local education authorities, but we really cannot impair the education of future generations of our children in order to pander to lower councillors who, not unnaturally, want as many powers as possible."

How could the Minister justify placing education in the hands of 11 of the 33 proposed metropolitan districts who had fewer than the Government's own minimum figure of a quarter of a million for a viable education authority?

"What a miserable picture it is! Socially divisive, grossly unjust, wasteful of the nation's most valuable resources, it is a policy which is going to increase the disparities between northern authorities and southern authorities, between private schools and the public schools, between working class and middle class children."

"This is a policy designed to perpetuate two nations. It is the irreparable policy of a disreputable Government, increasingly detested by the people of Britain, and the sooner they go the better." (Opposition cheers)

Margaret Thatcher  
Speech 'full of distortions'  
More taking free meals

Mrs THATCHER moved a Government amendment rejecting the Opposition motion. It also warmly commended the Government's educational policies at all levels, in that:

"They are enlarging educational opportunities by providing additional resources to bring about increased building programmes for schools and colleges, by the expansion of further and higher education, by the raising of the school-leaving age and by increased support for deprived areas, with special reference to the needs of young children."

Of Mr Short's speech, she said: "It was so full of distortions that I wondered if it was worthwhile delivering it." (Government laughter)

The review of Youth Service headquarters grants would take a long time because the Standing Conference of the National Voluntary Youth Organisations had asked that it should be an independent study.

"I am quoted the time. But that is their request and I have acceded to it." There was full agreement that if the grants were insufficient due to inflation, the youth services could apply for more.

Mrs Thatcher was greeted by a Labour shout of "What about Mrs Haber?" to which she immediately responded, "I addressed a luncheon meeting which happened to be held in that tennis club."

"I remember one question from an unknown lady in the audience who asked me if I would give a firm undertaking that grammar schools should continue. I got into very hot water for saying I was not sufficiently doctrinaire to give any undertaking about any particular type of school."

Referring to the "drive" in Mr Short's speech, the Minister said she believed that one of his reasons for the Opposition's motion was that they hoped, following so many announcements of extra education expenditure, that the Government would have no more.

She did not wonder that Mr Short tried to take attention away from his record on primary education as Secretary for Education in the last Labour Government.

"He left me with 8,000 very old primary schools and now condemns us for giving top priority to improving the conditions in which those children find themselves. We cannot replace them all because we were left with so many."

"Stop the nonsense"  
Mr FREESON (Lab., Willesden E.) intervened to say that these 8,000 schools had not been created in the last six years. Would she stop the nonsense of telling the public that she proposed to replace all the out-dated primary schools?

In many instances the Government were merely remodelling these schools and pretending they were replacing them.

Mrs THATCHER said she agreed that some of the schools were being remodelled. "Far better they are remodelled than left in the condition in which Mr Short left them."

### Commons Questions

## JENKINS CALLS FOR JOB PLANS

By Our Parliamentary Staff  
MR ROY JENKINS, Opposition spokesman on economic affairs, demanded in the Commons yesterday that the Government should present detailed plans for dealing with unemployment.

Describing the latest unemployment figures as "extraordinary", he said we were now in by far the worst position since 1939. He asked Mr Maudling, Home Secretary, who was absent, to explain the absence of the Prime Minister.

"Will you recognise that it is no good our reading day after day statements from the Prime Minister and other Ministers that unemployment is improving, when the figures show it is getting worse?"

"The Chancellor in each of his four main economic forecasts this year as been wrong on employment."

"Will you give us an assurance that the Government will now come to the House at an early stage and give their detailed forecasts and plans for dealing with the gravest social problem which has faced this country for a generation?"

Mr MAUDLING: "I will certainly recognise the seriousness of today's unemployment figures if, in your turn, you will recognise the scale of the efforts already made, and also accept the scale of the inflationary problem you left to us."

Post-war record  
Mr WILLIAM HAMILTON (Lab., West Fife) described the unemployment figures as "an obscenity", with an all-time post-war record of 141,000 for wholly unemployed people.

Mr MAUDLING replied: "The Government's policy is already on a scale greater than this country has ever seen. As far as Scotland is concerned, new expenditure in public investment has been embarked upon and other projects are being studied."

Mr HIFFER (Lab., Walton), stating that the unemployment percentage in the North West had risen from 2.8 last year to 4.7 this, claimed that the Government had shown itself "completely inept in dealing with the economic problems of this country."

Mr MAUDLING: "I don't seek in any way to minimise the seriousness of the situation. I must repeat that the problem with which we have been dealing is one of rising unemployment when we took over and soaring inflation."

An attempt by Mr ROBERT BROWN (Lab., Newcastle, W.) to bring an emergency debate on unemployment was rejected by the SPEAKER, Mr Selwyn Lloyd.

But amid a roar of cheers from Labour M.P.s Mr JENKINS announced that the Opposition would put down a motion of censure on the Government.

Editorial Comment—P16  
Student finance  
Proposals in the consultative document on financing of students' unions might tend to increase the conflict in the universities rather than bring about more harmony," said Mr BIGGS-DAVISON (S. Chigwell).

Mr St JOHN-STEVAS (C. Chelmsford) said many Conservative M.P.s while praising the courage with which the difficult problem of minority abuses of student unions had been tackled, felt that a registrar would be a more desirable solution.

Mr van STRAUBENZEE, Under Secretary, Education, assured him that this would be considered. The document said several times it was consultative and such proposals as the ones Mr St John-Stevas outlined, are quite definitely still on the table."

Lovers' terrace  
Mr FAULDS (Lab., Smethwick) Opposition spokesman on the arts, offered to "walk hand in hand" with Mrs Thatcher, Education Secretary, along the terrace of Somerset House, if she would open it to lovers and other couples to wander on.

He urged that Mrs Thatcher should "get to work on" the Environment Secretary (Mr Peter Walker) and persuade him to free Somerset House for use "more appropriate to its splendour and elegance."

House of Lords

# Office control to stay in South-East but not for ever

By OUR PARLIAMENTARY STAFF  
THE Government thought it right to retain specific powers to guide and control office development in the South East, Lord SANDFORD, Under-Secretary, Environment, told the Lords yesterday.

Moving the second reading of the Town and Country Planning (Amendment) Bill, which extends the powers for a further five years, he said the Government had no wish to make them permanent.

Careful consideration had been given to whether the powers should be allowed to lapse.

They were now in use only in the South East of England in connection with the movement of office work out of London and in particular out of the congested central area.

LORD GREENWOOD OF ROSSENDALE, from the Opposition Front Bench, said the Government should institute a review to enable Parliament more effectively to assess the effects of control before deciding to abandon it during the next five years.

Control "should go"  
Lord SILKIN (Lab.), who was the Minister in charge of the 1947 Town and Country Planning Act, said it required modernisation, "but must the subject become so complex?"

"I strongly disagree with the whole concept of office control. The control was imposed in 1955 with enthusiasm and heat because there was a fear that the large cities were developing in such a way that traffic problems would become unbearable."

"It may be, but was thought given to the disadvantage of doing what was done? It has created a terrible shortage of office accommodation and it is virtually impossible now to get small accommodation."

There was plenty of the larger type. Wherever one went in the large cities, there were large office blocks which seemed to attract tenants without much difficulty. Apparently the Ministry approved of what they called prestige offices, but the small man did not want prestige.

The Bill received an unopposed second reading. The House rose at 5.53 p.m.

# Ombudsman values publicity

By Our Political Correspondent  
IN his first report this session, published yesterday, Sir Alan Marre, the new "Ombudsman," shows his awareness of the need for more publicity to be given to his findings.

Reporting as Parliamentary Commissioner for Administration to a Select Committee of M.P.s, Sir Alan says he welcomes their interest in the problem.

"This consists of reconciling his statutory obligation to conduct investigations in private with the proper concern of the Press and other news media" about the results.

It is open to M.P.s themselves, when they consider it desirable and appropriate, to pass on to the Press the results of the Ombudsman's investigation of particular cases they have referred to him.

It is also open to the Ombudsman to lay before Parliament from time to time such reports on his functions as he thinks fit.

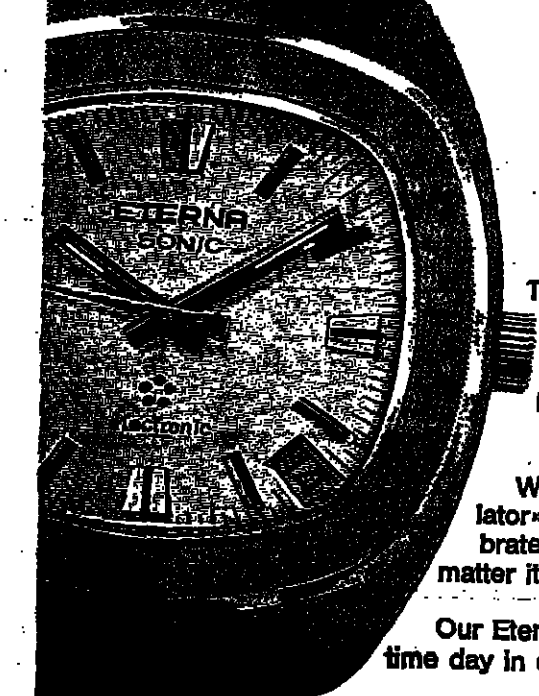
Sir Alan points out that, with the consent of the MP and complainant, he has already made use of this power to publish the result of one individual investigation. He adds: "I shall keep in mind the possibility of publishing further individual cases of special or general interest. Although I have not in mind at this stage any particular change of practice, I intend to keep under review the general arrangements for making known the results of my work."

COMING DEBATES  
HOUSE OF LORDS  
Mon.: Museums and Galleries Bill, 2nd rdg.; Local Aid (Extension of Provisions) Regulations and similar regulations for Scotland; Industrial Court (Appeals) Order and a similar order for Scotland.

Tues.: Debate on the report of the Select Committee on Procedure of the House.  
Wed.: Debate on the Scottish Economy (Lord Polwarth).  
Thurs.: Sierra Leone Republic Bill and Diseases of Animals (Amendment) Bill (Lord Somers), 2nd rdg.; debate on air fares (Baroness Burton of Coventry).

HOUSE OF COMMONS  
Mon.: Criminal Justice Bill, 2nd rdg.  
Tues.: Debate on unemployment.  
Wed.: Transport Holding Company Bill, 2nd rdg.  
Thurs.: Debate on reports of the Committee of Public Accounts.  
Fri.: Private Members' motions.  
Mon., Nov. 23: Debate to be announced.

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### Cutty Sark

Double-barrelled to mature the malts.

Today in Parliament  
HOUSE OF COMMONS  
2.30: Superannuation Bill, 2nd rdg.; Representation of the People (Parliamentary Constituencies) Order.











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## Theatre

# Childlike cavortings of 'Godspell'

By JOHN BARBER

ARTLESS and ingenuous it may be, but the religious musical "Godspell" at the Round House disseminates a simple happiness that many people may find infectious.

A company of ten spring-heeled young people dress up in bright remnants from Mum's ragbag and jump around and sing like children at a school treat.

They play guessing games on Biblical texts and act out many, many parables from St Matthew in mock-infantile style.

The dignified boy (David Essex) who represents Jesus tells each story and points the moral. Meantime the others mime the Beatitudes, or bas and beat to mimic the division of the sheep from the goats.

Or else they wave their arms as seeds growing on good ground, while one of the fake-kiddies explains what happened to the rest: "Some birds ate it up. Tweet-tweet, gobble, gobble."

Francing around scattering tinsel, waving paper streamers, banging tambourines, chatting of popcorn and jelly babies, the company manage to rejoice almost non-stop.

The American composer and the director-author, Stephen Schwartz and John-Michael Tebelak, never let us forget that the Christian message is joyous and the cheery English performers seemed to delight the young audience with their simple cavortings.

At the end the Crucifixion is simulated with complete reverence. None need be offended by the show as a whole, though they might be by its theatrical puerility.

Although I have a curmudgeonly distaste for seeing adults

mimicking children and found the continual gladness wearing I freely acknowledge that "Godspell" may be much to the taste of others.

I certainly admired the song "Day by Day," but noted that the best number (beautifully sung by Jacquie-Anne Carr) was by other writers (Jay Hamburger and Peggy Gordon). The vocalising is willing and cheerful enough, though it hardly does justice to some of the music.

\* Reprinted from yesterday's later editions.

## Vivid picture of Gorky

THE life and works of Maxim Gorky cannot be compressed into an hour. But the Open Space Theatre, Tottenham Court Road, is staging a lunch-time survey, "A Sky-Blue Life," that gives a vivid idea of the character of the great Russian novelist.

Several of his acrid short stories, sympathetically dramatised, evoke something of the vastness of Russia, the pathetic ignorance of the peasants and the difficulty the writer met in trying to understand and help them.

His accounts of his meetings with Tolstoy and Lenin are also staged: the first when he had become a dotty old scarecrow, the second when, in his rage for political action, Lenin had no use for Gorky's gifts except as a pamphleteer.

Some extracts from Gorky's "The Lower Depths" complete a rewarding programme. The author is Howard Brenton and a company of six is led with remarkable authority by Stephen Moore as the writer.

## Rare Genoese silverware on show

By TERENCE MULLALLY

THREE splendid Genoese silver basins and ewers, lent to the Ashmolean Museum, Oxford, will be on view to the public from tomorrow.

They have been cleaned in the Museum's restoration studio and will be exhibited for about 18 months.

All date from the early 17th century, a period from which little Genoese silver has survived, although the city was one of the most important centres in Italy for goldsmiths' work.

The larger basin and ewer, dated 1621 and 1622, are marked with the "torretta" of Genoa and the goldsmith's initials G.B.A. The smaller basins and ewers, which form a pair, are probably by another maker.

The arms which appear on all six pieces are almost certainly those of the Lomellini, a very wealthy Genoese patrician family. As the Grimaldi arms also appear on the larger ewer, it and its basin may have been commissioned to celebrate a marriage.

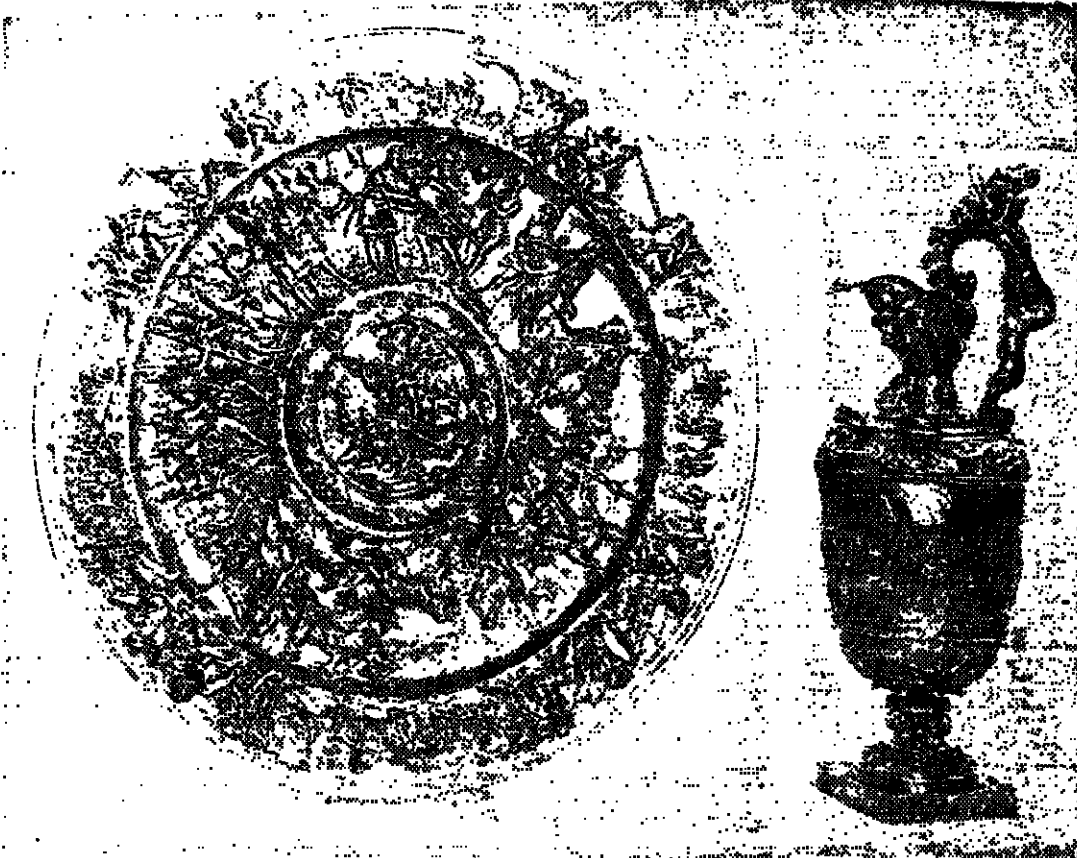
Also on view is a painting by the Genoese Bernardo Strozzi which was acquired by the Museum in 1968. It has recently been identified as a design for a silver basin, circa 1625, now in an Italian private collection. Photographs of this basin complete the exhibition.

## Dr CAMERON'S TV 'HOME' FOR SALE

By Our Property Market Correspondent

Auchengower House, the property at Callander, Perthshire, used as the home of Dr Cameron in the television series "D. Finlay's Casebook," is up for sale. Its owner, Mrs Kelly Macintyre, Provost of Callander, expects about £24,000 for it.

The 100-year-old property, called "Arden House" in the series, has been run by Mrs Macintyre, as a private hotel for the past 10 years. Previously it was a nursing home. It has eight bedrooms.



An early 17th century Genoese silver basin and ewer which have been lent to the Ashmolean Museum.

## Concerts

# STYLISH PERFORMANCE OF SHOSTAKOVICH 14th

By MARTIN COOPER

THE Bournemouth Sinfonietta under Maurice Gendron gave spirited and stylish performances of Shostakovich and Mozart at the Queen Elizabeth Hall. The 11 poems which constitute Shostakovich's 14th Symphony form a many-sided reflection on death.

Apollinaire's violently abusive "Answer to the Sultan" provides a moment of humorous relief.

Though death is final for Shostakovich the symphony is not without intimations of immortality in Kuechelbecker's "To Delvige," sung with a serene dignity by Stafford Dean, and Rilke's "Death of the poet," to which Anne Pasley brought a sustained gravity almost as touching as the wan colours and halting lines in her interpretation of Apollinaire's "Suicide."

Only the forced humour of the same poet's "Les Atteintes II" failed to make its effect in this performance, though M. Gendron's very slow tempo put a considerable strain on "A la Santé."

The Bournemouth strings played throughout with an eloquence and flexibility which were particularly remarkable in the postlude to Kuechelbecker's poem.

Both the singers were later heard in arias by Mozart. Miss Pasley gave a beautifully voiced and secure account of "L'incrociatore costante," well partnered by Richard Layton's violin obbligato.

Stafford Dean was heard in "Per questa bella mano," where the double-bass obbligato which gives the music an unmistakable suggestion of parody not echoed by the singer was played with admirable agility and security of tenure by Raymond Koster.

The programme ended with a lively and polished performance of the "Prague" Symphony, K.504 which spoke excellently for both players and conductor.

\* Reprinted from yesterday's later editions.

## SKILLED BACH ON PIANO

By MARTIN COOPER

With its daily lunch-time concerts the City Music Society provides a quality service which must be unique at the price of 20p. This week Andre Tchakowsky has been playing the whole of J. S. Bach's "Clavieruebung," and the programme that I heard at the Bishopsgate Institute yesterday consisted of the B minor Partita and the Italian Concerto.

Although many of these movements—and especially the concerto's Andante—now seem impossible to realise successfully except on the harpsichord, Mr Tchakowsky's clear and careful distinction between main and subordinate paragraphs, and between organism and ornament, went a long way toward counteracting the disadvantages of the modern piano.

Admirable, too, was his stylisation of the dance movements, which Stravinsky aptly called "portraits of dances," maintaining their basic character without insisting on rhythmic literalness.

I particularly admired the soft flow of his Courante, and the conscious deliberation which made his Sarabande already half way towards the classical sonata's Adagio.

Rhythmic accentuation was cleverly varied according to character. But the excellent tempo of the concerto's opening Allegro (which did not anticipate the final Presto) tempted him to some exaggerations here.

## DIANA VERE DANCE DEBUT

Diana Vere will make her debut as Giselle at Covent Garden next Thursday in place of Antonette Sibley who is ill. Anthony Dowell dances Albrecht.

Lynn Seymour is also ill, so Monica Mason will dance Juliette Odile in Swan Lake at Covent Garden on Tuesday and Friday with Rudolf Nureyev as Siegfried.

## From

### Yesterday's

#### Later Editions

Among news reports which appeared in later editions of THE DAILY TELEGRAPH yesterday were the following:

#### Ellsmere Port, Cheshire

A DOCTOR has refused to continue treatment of a woman patient who suffers from chronic bronchitis and who refuses to stop smoking 15 to 30 cigarettes a day.

Dr Arthur O'Friel, 56, has told Mrs Bridget Whiffen, 45, that he cannot accept her or her eight children as patients of his until she breaks the habit. His professional policy is to take complete families as patients.

The B.M.A. said that Dr O'Friel has every right to reject his patient if she refuses to take his advice.

#### London

MENNOCH POWELL, MP for Wolverhampton South West, has sent two lists of immigrants who want assisted repatriation to their countries of origin to the Home Office. One list comprises people living in his own constituency.

#### Common Market

Geoffrey Rippon, Britain's Common Market negotiator, told the Farmers' Club after joining the E.C. "we expected agricultural production to expand by double the rate of recent years."

#### Paris

A CORFIELD, Minister of Aviation Supply, will meet Jean Chamant, French Minister of Transport, in early December to discuss the selling price of the Concorde jet airliner.

#### New York

UTAHN'S duodenal ulcer has not responded to treatment. His doctors have recommended that he should remain in hospital at least until the end of the week. He has been in hospital since early this month.

#### MUSIC FROM 'THE DEVILS'

Our Arts Reporter  
Music by Peter Maxwell Davies for the Ken Russell film "The Devils" will be given its first concert performance at the Queen Elizabeth Hall next month.

The concert, to be given by the Res of London chamber ensemble on Dec. 11, will also feature Peter Maxwell Davies's most recent composition, "The Boy Friend," in which Russell's film version of "The Boy Friend," in which Twigg plays the leading role, has not yet been released.

#### 'LYSISTRATA' ADAPTION FOR NATIONAL THEATRE

By RONALD HASTINGS  
Theatre Correspondent

NEW plays by Tom Stoppard and Arnold Wesker and an adaptation by Germaine Greer of "Lysistrata," the comedy by Aristophanes, are announced for production by the National Theatre Company next year.

"Lysistrata," dating from 411 B.C. is the first known play to deal with women's rights and their place in society.

Germaine Greer, the Women's Liberation leader and author of "The Female Eunuch" was an obvious, perhaps unavoidable, choice as adaptor, even though she has not written for the theatre before.

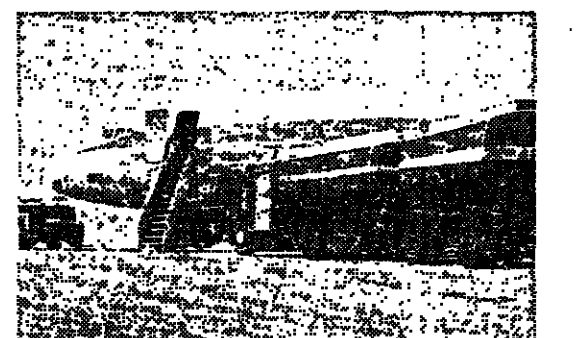
This will be one of two Greek classics the National Theatre will present in the early summer in a double-bill. The other play will be "The Bacchae" by Euripides, to be directed by Roland Hoff, Michael Blakemore will direct "Lysistrata."

#### CHRISTADELPHIANS

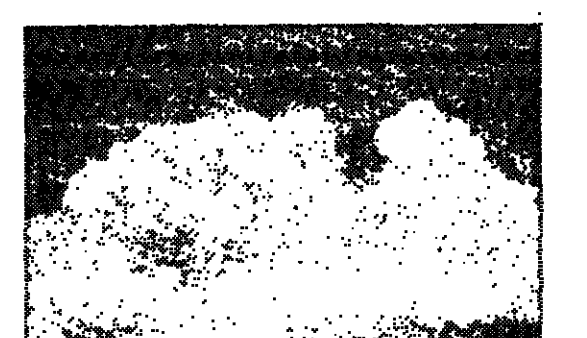
are invited to apply for a booklet issued for private circulation THE HISTORY OF THE TRUTH IN THE LATTER DAYS with a special supplement for the Dawn.

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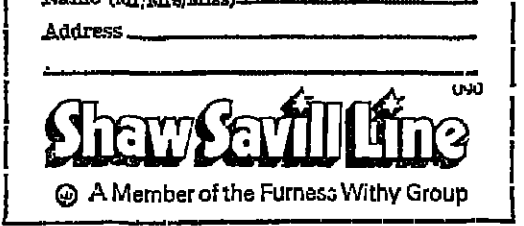
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# an Ulster teachers bridge the gap?

JOHN IZBICKI, Education Correspondent

headmaster of a Roman Catholic secondary school in Belfast, compiled several A-level English essays folded them neatly in envelopes, were then sealed and sent to half-a-dozen formers — care of in Jail.

headmaster claimed that 100 pupils had so far been taken for interviews. Most, he said, would continue with their studies. They had been held to three days before release and had undergone "third degree" treatment to that described in the Committee's report on sixth-formers come from working-class homes. Like thousands of other in similar schools in the inner-city areas of Belfast, they have been involved in "the wing stones at remarkable British soldiers after a regular pastime after the arrest of 16-year-old boys is not extraordinary in Northern Ireland. In fact, nothing is extraordinary any more, at is the real tragedy.

a tragedy reflected in the of both Protestant and Catholic schools in the sad division of standards, which teachers are desperately trying to maintain, are with every explosion, senseless killing, and for 1960-61 and 1961-62 at these schools next are fading fast.

**Signs of the strain**

ng the younger children are all too apparent, fall asleep in class; they are incontinent; first into tears, they vomit after tired late and ss nights and jump (as do adults) whenever a ackfires.

her Marius, headmistress is the rigid formal St's Roman Catholic secondary school, has her staff not to discuss with pupils, although she had "appealed to children on various one not to use violence."

lame the leaders of both Roman Catholic and the stant churches for an onside negligence of chrities as Christians. An from a priest or teacher still have been obeyed a or so ago. But the hes remained silent. And it is too late. Dog-collars nger hold authority and eep from a priest for would now be met with a stone, or even a bullet. sked one priest, a Chris-

**Mixed schools**

At the Protestant Ballycastle High School Co. Antrim, nearly one quarter of the pupils and staff are Roman Catholic. At Nowry High School, it is 10 per cent. This also goes for Rainey Endowed School at Magherafelt.

It is a start, albeit a minuscule one. There are 1,576 pupils in Northern Ireland, so there is a long way still to go. It would be an over-simplification to assume that religious desegregation of schools could in itself solve the problem.

Nevertheless, far more could be done in the field of teacher training for it is up to the teachers of the future to eradicate the deeply-ingrained bigotry evident on both sides.

I found an encouraging and exciting course being introduced at the new Ulster College, Northern Ireland's Polytechnic, which closely combines the training of teachers with the study and practice of social work and administration. All students in the department, whether they want to be teachers or social workers, tackle the psychological, social, religious and community problems together during the foundation year and choose their main stream (teaching, social administration or social work) in the second year of this fully-integrated four-year course.

Miss Anne Duffon, Dean of Social Studies, is trying to gather together teachers, doctors, nurses, priests, child care officers and social workers for some truly inter-professional collaboration.

Collaboration is what is needed in Northern Ireland. Together with compassion and tolerance, the teachers of tomorrow might be able to restore the unity and mutual trust so sadly lacking here today.

# Life and soul of the NUS

By DOUGLAS BAKER

E 49th annual conference of the National Union of Students opens Margate today. The delegates and visitors be conscious that in a s time the NUS will rate its half century, its bership will probably exceed half a million.

the other hand, the year may prove a fateful some of the NU's critics their way on the vital of "compulsory" ership and control of finances.

look back for a moment, NUS was founded in a mood of international ill to represent British city students at the leration Internationale tudants which was itself in 1919 as a major effort ng people to prevent any ion of "The Great War." 1926 the NUS had 30,000 ers. Over 500 students NUS trips abroad that and foreign exchanges thriving.

he 'thirties the NUS was ing more actively con- with the very real prob- of student health and 2 and was extending its ership to teacher-training technical colleges. Its congresses were still, er, dominated by the city members and largely tract discussion of broad nles.

war pushed practical ies and politics further to fore and the NUS ead briefing conferences issued pamphlets about it war efforts. By 1942, US had 1,000 students in umber landwork camps mother 3,000 were doing work in the factories 3 their growth.

**Fast growth**

post-war period saw the again intensely and ver- ily concerned with peace- ing the lead in setting 1 International Union of nts. This was founded in c in 1946. Five year- the NUS left the IUS' se of increasing Commun- ination and helped to the International Student ence which concentrated avil facilities rather than s.

at home the NUS was ng fast. Today there are 700 unions and some 0 members. With numbers- experience came status and al influence.

NUS pressed for clear-

author is a former Director Education and Welfare, tional Union of Students.

# Take a Red to bed...

THE Yugoslav director

Dusan Makavejev is known here, if at all, for "The Switchboard Operator" of 1967 and "Innocence Unprotected" of a year later. Now, with *WR—Mysteries of the Organism* (Academy 2, "X"), he may well become as famous as Bergman or Fellini, for this film seems set to be the most talked-about for years.

A masterpiece, then? Not at all, but a brilliant jeu d'esprit in which sex and politics are combined as never before in the cinema with the help of an ingenious construction and a truly cinematic flair.

A jumping-off point is provided by the life and ideas of the psychologist Wilhelm Reich, whose initials are part of the title, which also alludes, perhaps, to his book, "The Function of the Orgasm," of 1927.

Reich was one of those early followers of Freud in Vienna who fell away, rather further than

**FILMS: By**  
**PATRICK GIBBS**

most, dying in 1957 in a prison in America, where he had long been resident, after being indicted for what amounted to fraud in his medical practice.

Previously, in Europe, he had the distinction of being thrown out of both the German Communist party and the International Psychoanalytic Association, largely due to his efforts to bring together in practice the ideas of Marx and Freud, his own *idées fixe* being the importance of a full and satisfactory sex life to individual happiness.

In his later days in America, where he had a fairly wide following, he became pretty crackpot, part of his therapy consisting, for example, in shutting patients up in specially constructed boxes which, he claimed, conserved "orgone" or sexual energy. Yet recently his reputation has risen, not so much as a psychologist as a mystic, and some regard him as the father of the American hippie movement, with his ideas summarised in the slogan "Make love not war."

Just the man for Makavejev's purpose, which is to extol freedom of the individual and attack authoritarianism; and the first part of the film, after we have

# Doctor in the West

DE-ROMANTICISING the Western is taken a stage further with Frank Perry's *Doc* (London Pavilion, "AA") which takes a bleak look at that famous shoot-out in the O.K. Corral. Wyatt Earp (Harris Yulin) is seen as a man on the make, and his clash with the Clanton brothers the result of a devious trick to make himself sheriff. "Doc" Holiday (Stacy Keach), although discredited by what he finds out, still sides with his friend Wyatt rather than his mistress, Kate Elder (Faye Dunaway). As a sordid story it hangs together all too credibly, despite an artificial style.

Although Jacques Tati is often on view in *Traffic* (Prince Charles, "U") it displays him more to advantage as director than comedian, and also as author, or rather inventor, since it is mostly in mime, the little dialogue being in a sort of comic Common Market language. On man and his car the last word might seem to have been said, but in following the fortunes of an odd exhibit being taken by road from Paris to the Amsterdam Motor Show, Tati's gentle comic observation is at its most original. With gadgetry, also overworked, he achieves similar wonders.

Gordon Park's *Shaft* (Ritz, "X") is one of these films now being made primarily for the new negro audience, and with a largely negro cast. A tough gangster piece, it is very well done indeed up to a late stage when clarity is suddenly lost, and so excitement. Richard Roundtree as a New York private detective is powerful in a role which must derive from those paragon of policemen Sidney Poitier used to play.

Since George C. Scott is a commanding actor and Richard Fleischer a reliable director, attention is naturally held in initial stages of *The Last Run* (ABC 2, "AA") showing us an old gangsters' getaway driver coming out of retirement to do a job in Spain. It is to pick up an escaping criminal (Tony Musante) and get him to France. Picking up this man's girl (Trish van Devere) adds a complication and in France is a considerable surprise—the last, alas, in what becomes a standard car chase with crashes and shootings.

*Red Sky at Morning* (Odeon St Martin's Lane, "X") is set in 1944 but really in dreamland in its soppy and glossy view of the life of a teenage boy (Richard Thomas) sent to Mexico with his mother (Claire Bloom) when his father (Richard Crenna) joins up.

Please Sir! (Metropole, "U") which follows the farcical adventures of an East End school at summer camp, is a somewhat disastrous excursion into "Carry-on" country, lacking the right sort of clowning.

Roger Corman's *The Red Baron* (London Pavilion, "A") swookes with some style the events of the 1914 air war, but airy of the German side, von Richtofen (John Phillip Law) being drawn as a very shining knight of the air, much in contrast with the British pilots.



Stacy Keach as Doc and Faye Dunaway as Kate Elder in "Doc": see Doctor in the West

heard a passionate harangue from a woman's voice and had our curiosity aroused by a subtitle saying, "Everyone has an average of 4,000 orgasms in a lifetime," consists of a documentary-like inquiry into Reich's last years and subsequent influence in America.

Into this factual material, which is both strange and funny, are dropped views, in the same style, of the American contemporary social scene—an apparently drugged hippie dressed up as a National Guardsman, ridiculously parades the streets of some city, or some lovely transvestite discusses the difficulties of his or her sex life.

Then, suddenly, we move over to Yugoslavia, and fiction, to meet the owners of the voice which at the beginning was haranguing us so earnestly about those 4,000 orgasms.

She is a pretty young blonde, Milena, who is a follower of Reich, as also, very evidently, is her brunette flat-mate, Jagoda, who is discovered having sex as the current phrase goes, with a visiting soldier; and, while Milena sits down, they continue to have it, quite unabashed, stark naked and in a succession of delectable positions, all round the room, while the sound track gives out a merry little tune in time with their movements.

"Is this some sort of sex Olympics?" asks a prudish neighbour. After several such circuits of the room it must occur

even to sex athletes that this is not sex at all but sex fantasy, and hardly in keeping with the ideas of Reich, for there's no suggestion of an orgasm.

Still, this jolly coupling makes an appropriate background to an impassioned speech the more academic Milena makes to fellow tenants from a balcony of her flat, telling them "abstinence is unhealthy, inhuman, unjust and counter-revolutionary."

Dropped into this tirade are newsreel-style shots of Stalin surrounded by sycophantic women to underline her point about repression, and it is further underlined by similar shots showing non-conformers being forcibly fed or subjected to electric-shock treatment.

Also interpolated are views of the capitalist as well as Stalinist scene, contrasting with Russian repression the effects of permissiveness in America. More is heard from the transvestite seen earlier; a curious view is given of a woman artist who draws people masturbating, so relieving them of tension.

Makavejev's great gift is to be able to throw in such diverse material without apparent preparation and still make it seem consequential and relevant; so it's no shock, suddenly to find ourselves back in Yugoslavia, at an ice ballet.

A visiting Russian company is performing, and Milena, in the audience, becomes enamoured of the leading skater, a

# This Union is still all right Jack

NORMAN RILEY on the intricacies of making flags when only the Union Flag stays constant

**B**ETWEEN 60 and 70 delegates from all over the world, historians, antiquaries, designers and students of heraldry, are expected at an international vexillological congress, probably at Greenwich, in 1973.

Vexillology is not normally a very vexed subject. It concerns the design, making and history of flags.

Taken all round it is a highly sensitive area to work in for firms like Edgington's in the Old Kent Road. Turtle and Pearce in Bournemouth, Tutill's in Chesham, Bucks., among about 20 flagmaking concerns.

At the moment they have to be able to reproduce accurately at least 380 different national flags. Add to this total thousands of clubs, old boys' societies, civic authorities, trade organisations, miners' and Orangemen's lodges, Rotarians, yachtsmen, Boys' Brigades and business tycoons who want their own individual flags—and there you have a tight little British industry still catering for every part of the world in a way which no factory production line can simulate.

Today's authentic, revered banner of the Republic of X as likely as not may be pulled down and set on fire in the streets tomorrow in favour of the rival regime's choice.

As likely as not it will be fying again—or another variation of it—over the presidential palace the next day. This is where the vexillologists, with all their research, and the flag-makers, with their business eye on the world news, have to be wary. Making a new flag showing a rampant heraldic lion with three claws per paw when it should have only two is certain death, commercially.

For about 17p each, plus 5p for the tiny gilt staff to go with it, organisations buy thousands of different national and special flags to dangle over the wine glasses and agendas at banquets and conferences.

At the other end of the flag-making scale lodges of loyal

Ulstermen are still paying £200 for new banners to carry in processions. This is the price, too, of some of the banners in TUC regional processions protesting now against the Industrial Relations Bill.

The orders the flagmakers get vary so widely that it is seldom possible to check the design, order the material and colours—and leave the rest to a machine.

"So often it's just one-off," said one maker. "Special colours, pigments that won't just dry-off and flake-away when a flag flaps in the breeze. The only safe unchanging flag to mass produce and keep in stock is the Union Flag, the Union Jack. Even the number of stars in the Stars and Stripes has kept changing."

A tag on the capricious national and State flags is kept by a Glasgow nautical publisher on a chart, "Flags of All Nations." This is compiled on information from the director, Dr Whitney Smith, of the Flag Research Centre in Lexington, Mass. In cost: £1.50p, and has to be revised constantly, in colour. The same publisher likes to be the authority on 800 changing ships' funnel colours and designs.

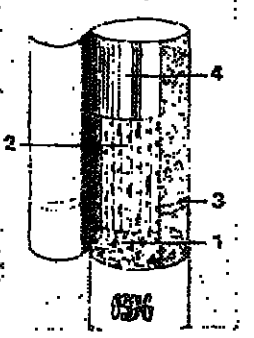
Mr Kenneth Flin has been for 40 years with the Old Kent Road firm which supplied 122 different flags of the United Nations, and 56 separate American State flags for a big affair in the United States recently.

If you want a flag his advice is: Don't try to get the civic coat of arms, the United Nations, and the whole history of the town council or your club into the design. It might look good at close quarters indoors. Flying outdoors it will be a load of undistinguishable detail.

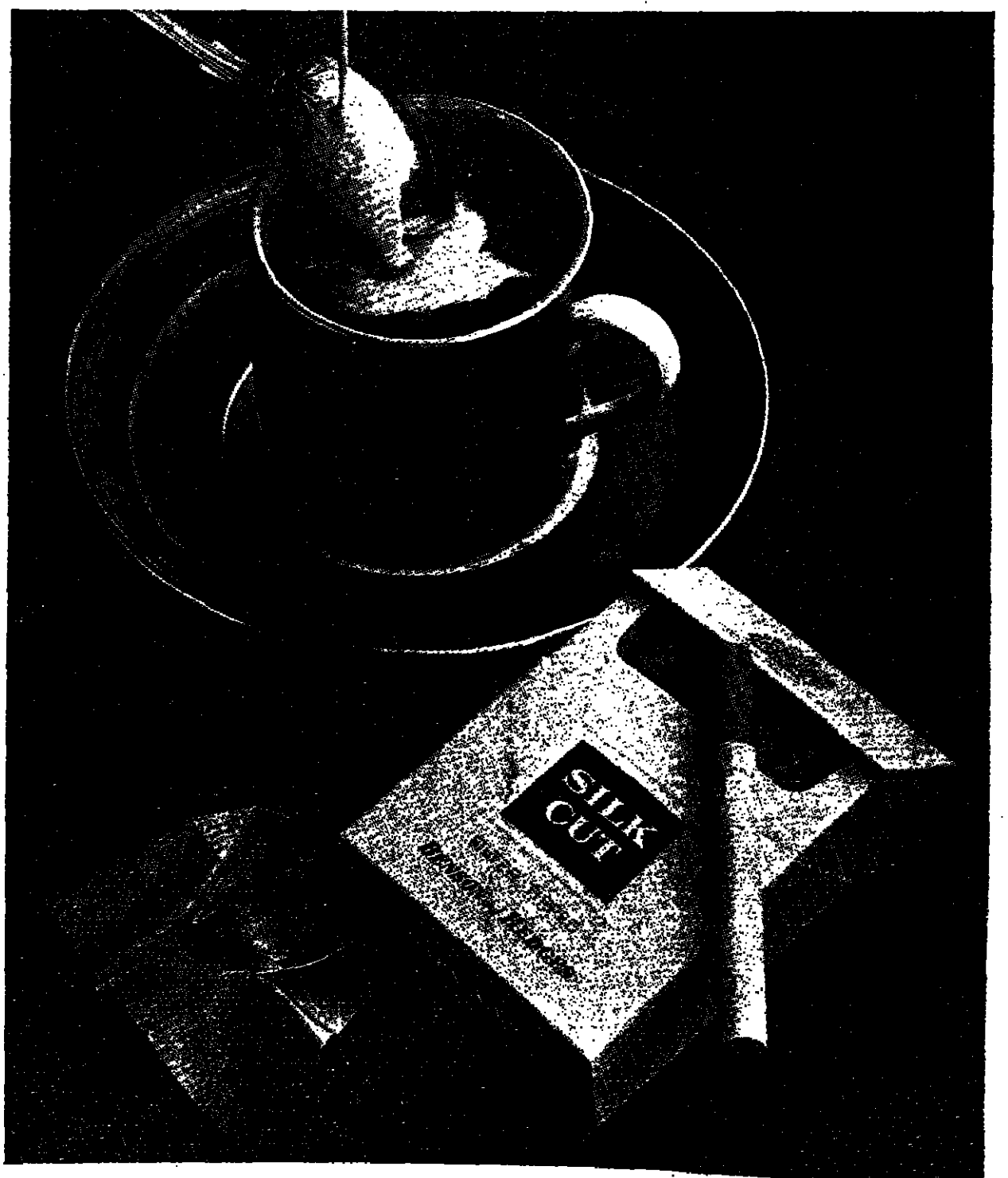
The flagmasters all have one particular problem—convincing potential customers that a perfect outdoors flag from one side, with all its slogans and symbolism, reads the wrong way round, like politics, from the other side. In a case like this two flags have to be sewn together, one for the price of two, to make everybody happy.

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TROOPS IN ULSTER

WHATEVER OTHER arguments there may be about Ulster, there is none about the devotion to duty of the troops whose task it is to keep order there under as trying conditions as any Army can face.

Many people clearly would like to express their sympathy with and admiration for them in some tangible way. The Daily Telegraph and Sunday Telegraph are therefore opening the fund announced on our front page today and launching it with a contribution of £2,000.

Our readers, we know, face many competing claims at this season. Yet we venture to suggest that no cause has a fairer claim to their generosity than the welfare of the troops in Ulster.

LAID OFF

IT NOW SEEMS certain that unemployment will pass the million mark early in the New Year. The figures published yesterday show an increase of 40,000 over the previous month, bringing the United Kingdom total to 970,022.

Undoubtedly there will be strong pressure on the Government to take further steps to reflate the already reflatated economy. The temptation will be powerful, but the Government would be wise to resist it.

It is particularly important, from this point of view, that the Government should continue to refuse support to industrial "lame ducks". Any action which has the effect of keeping labour and capital locked up in unprofitable activities is worse than useless.

PARENT POWER

MR COLIN KNAPMAN objected to advice about sex education given to teachers in a booklet issued by the Exeter Education Committee. He has been fined £10 for keeping his children away from school in consequence.

Some may think Mr Knapman obstinate and unreasonable; others might find the booklet patronising and officious. All might perhaps agree on three propositions, in need of emphasis because so often forgotten.

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BEA No.1 in Europe

Dr RHODES BOYSON puts the case for school-based preparation for the teaching profession

AS seems to be the growing practice with educational reports, "inspired" leaks of the James Committee of inquiry into teacher training are beginning to encourage a great debate before and not after the report is published next spring or even presented to the Government this December.

Common sense in teacher training

teaching profession and it is more likely that the 15+ girl early leaver and not the girl from a relatively privileged home would from the point of view of national investment gain most from this type of finishing course.

Four reforms are necessary to improve both the efficiency and the status of teacher training: intake qualifications must be raised, professional training must be firmly based in the schools, some form of loans system introduced as a test of the desire to partake of higher education and salaries for practising teachers must be raised.

At the moment only 75 per cent of men and 55 per cent of women entering colleges of education possess O-level GCE English and Mathematics—a bare test of literacy and numeracy.

Every year more sixth formers take A levels and colleges of education are beginning to recruit from the second 20 per cent of the population—the top 20 per cent now aims at professions with a minimum entry standard of two A levels.

Motivation test

The rumoured recommendations of the James Committee include the suggestion that there should be two years of general education in the colleges of education followed by two years of professional training and that graduates should similarly take a two-year professional qualification.

All the professional education of the teacher should take place in the schools during one year's professional training. Students could spend one term on theory and two full terms in two different schools.

For a girl who intends to marry early and raise a family, while taking out an insurance policy at national expense against the death of her husband, a college of education course is the obvious way to bridge the gap between leaving school and giving birth.

Labour's Ulster line Wilson's

MR WILSON'S visit to Northern Ireland, and its possible outcome, begins to attract attention at Westminster. It is well known that he and Mr Callaghan, Labour's spokesman on Ireland, did not see entirely eye to eye over the visit.

What is now awaited is the new shape given to Labour's policy in the light of the Leader of the Opposition's travels. It was apparent yesterday that this is not going to be done in a hurry.

Mr Callaghan, in common with most M.P.s, expected a full-dress debate next week on Ireland—he made this clear on Wednesday night. This, at the Opposition's request, has been postponed.

To many observers Mr Callaghan's record on Ireland has been distinguished. It is by no means follows that Mr Wilson believes that his former Home Secretary has always been right. Labour's future line is going increasingly to be Mr Wilson's, not Mr Callaghan's.

Helping hand THROUGH security kept the details secret Mr Heath saw to it that Mr Wilson had every facility during his four-day visit to Ulster which ended last night.

The Prime Minister also provided an executive jet for his flight over and put a helicopter at his disposal. In addition he sent Neil Cairncross, Deputy Secretary in the Cabinet Office, on the trip to help him.

Less remote contact TONIGHT in Salisbury Sir Alec and Lady Douglas-Home are giving dinner at Mirimba House to Sir Humphrey and Lady Gibbs—who



Talking on Ulster (left) with Sir Hugh (left) and Sir Humphrey

LONDON DAY BY DAY

spent four years isolated in Government House there.

As the legal Governor Sir Humphrey had remote support from London while Mr Smith's Government regarded Clifford Dupont first as Governor and then as President of Rhodesia, Sir Humphrey, who showed much dignity in an embarrassing situation, will probably hear Sir Alec's impressions of the canvass of views which should be nearing its end.

What better reason? THOUGH Mr Heath has missed precious few of his bi-weekly question periods in the Commons since becoming Prime Minister, there were loud Opposition murmurs yesterday when Mr Maudling rose to take his place.

Helping hand THROUGH security kept the details secret Mr Heath saw to it that Mr Wilson had every facility during his four-day visit to Ulster which ended last night.

Looking for a Walrus L-T-CDR R. H. REDMAN, chairman of the Fleet Air Arm Officers Association, tells me that he has not left preparations for their Hurlingham Club ball tonight get in the way of a rather wider-ranging project.

Less remote contact TONIGHT in Salisbury Sir Alec and Lady Douglas-Home are giving dinner at Mirimba House to Sir Humphrey and Lady Gibbs—who

Political nicety "WHO'S Who in the Old Testament," just out from Weidenfeld and Nicolson, sounds a fairly non-controversial subject. But Joan Conway, the Israeli Ambassador's wife, who spent five years in Israel researching this book of reference to

End of a myth THE demolition of the white cottages opposite the grandstand at Ascot racecourse should finally lay low the myth that the building was the original grandstand built by George V in the reign of George III. That misapprehension has grown up with the legend that the original racecourse ran down Ascot High Street.

Dinner at last BECAUSE there are now as many as 550 freemen of the Stationers' and Newspaper Makers' Company—mostly through having served apprenticeship and paid £6—the company decided they should have more say in its affairs. A Freeman's Committee was formed, whose chairman is Lt-Col Peter Richards, general manager of Evans Brothers, the publishers.

Doubly sure HOSPITAL notice at Farnborough, Kent: "Footpath for pedestrians."

Festival of Remembrance SIR—When watching the Festival of Remembrance at the Albert Hall I am always filled with shock and embarrassment. The first women ever to be entrusted with ambulance duties for the British Army are never represented.

Antelope aloft SIR—If reindeer occasionally travel by submarine, their relatives, the roan antelope, have recently taken to the sea. A complete herd of 30 of them went in one plane.



Mrs Conroy: four years' research

Seasonable hail from an unusually affable French driver in a Parisian traffic jam. "Very difficult driving in Paris. Why you not stay out of the Common Market?"

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CROSSMAN THE IRRESPONSIBLE

From Mr TED LEADBETTER, M.P. (Lab)

SIR—Mr Dick Crossman seems to enjoy the play of attacking his colleagues who served with him in the Labour Cabinet. His recent fling of irresponsibility in the direction of Roy Jenkins followed up with a swipe at Ted Short.

The Leader of the party has not escaped the bravado of his ex-Minister. All this of course is done from a distance where courage is most pronounced.

Now everyone knows about the political honesty of Richard Crossman. He is a man of considerable integrity. He has never made a mistake. His word is as good as his bond.

Prep. schools show the way in French SIR—Seven out of ten children will be learning French at school within a few years," writes Mr David Fletcher (Nov. 15).

Preparatory schools may be forgiven a wry smile of self-satisfaction that the political implications of the Common Market entry should stir the national conscience to appreciate the importance of a language which has been an accepted part of the preparatory school curriculum throughout their history.

Two-year gap after 18 before entry to colleges of education would not only test depth of motivation but would ensure that the intending teachers knew something of the real world and that their vision was not limited by the incestuous world of school-college-school experience.

In the last resort the value of education will depend upon the excellence of those entering the teaching profession. The most able and the most proficient men and women will always command the highest salaries in any sphere of employment and the recent Burnham restructuring is but the first step to making teaching attractive to the career-leader.

An automatic sabbatical year on full salary after every five years would do much to encourage genuine scholars to stay in teaching and by cutting teacher wastage it could actually be economically viable.

Future sabbaticals could be spent in research, in visiting other schools, in hibernation or in working on a building site. Such sabbatical years would be far more use than the huge increase in in-service training removed to be among the recommendations of the James Committee.

We were not invariably accompanied by Pakistani staff when I spoke to whosoever I wished. I took my evidence from the British in Pakistan, and there are quite a number: engineers, doctors, tea planters, shipping agents, and so forth.

Yahya Khan From Mr JILL KNIGHT, M.P. (Con) SIR—I am glad that Mr David Loshak (Nov. 12) has now made clear his agreement with me about President Yahya Khan's intention to hand over the government of Pakistan to a freely elected Government.

However, Mr Loshak must not dismiss as naive the construction I put upon Sheikh Mujibur Rahman's refusal to meet Mr Bhutto to agree jointly upon a constitution for the new Parliament. It is certainly true that if these two men had met, and set to work on framing a constitution, the whole ghastly tragedy of the last eight months would probably have been avoided.

Finally, as Mr Loshak says, only during my "carefully-conducted" tours, going on visit to Pakistan, I and my two parliamentary colleagues went where we chose, when we chose, often at very short notice.

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CROSSMAN THE IRRESPONSIBLE

and desperately anxious at all times to the help.

But he has forgotten even the best of political spite can become a bore. Taking upon himself the role of political muckraker was perhaps interesting at first. The beatings of a special force can be of interest providing they don't last too long.

What a pity. The Labour party is busy preparing itself as the alternative Government. Its unity based on forthright debate and freedom of speech is not the monolithic unity Crossman would like, although from time to time he gives lip-service to it, but it will prevail, and in this he is of no account.

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# SOLICITORS ATTACK T-PRICE HOUSE SOLICITORS

By TERENCE SBAW, Legal Correspondent  
TERENCE SBAW on the activities of the National House Owners' Society, the conveyancing organisation, was launched yesterday by the Law Society after the settlement in the High Court of a three-year-old case against Mr Sydney Carter, founder of the House Owners' Society.

Mr Christopher Hewetson, chairman of the Law Society's Professional Purposes Committee, said the organisation employed or had employed two solicitors or managing clerks and had been subject to society disciplinary proceedings over disciplinary offences.

Hewetson launched his attack at a Press conference by the Law Society. He said the Law Society had filed several cases in the High Court in the last few years of delays or defects in conveyances carried out by the House Owners' Society. He wondered if the public would be "seriously endangered in entrusting what was the most valuable transaction of their lives to unqualified conveyancers."



## WOMAN SMOKER FINDS GP

Daily Telegraph Reporter  
A MOTHER of eight whose refusal to give up smoking led to her being rejected as a patient by a family doctor at Ellesmere Port, Cheshire, yesterday found a doctor prepared to enrol her and her family.

The Queen being welcomed yesterday by Mr John Profumo, a former Secretary of State for War, and one of the trustees of the Attlee Memorial Foundation, when she opened Attlee House, Commercial Street, Stepney, which the Foundation has financed as a centre for social work.

## MPs tell of struggle to live on salary

By A. J. TRAVERS  
MR J. D. CONCANNON, Labour M.P. for Mansfield, yesterday told the last of three insurance policies which he held when he worked as a miner at Rufford Colliery, in Nottinghamshire, because he was "hard up."

## CHARITIES SEEK WINN BEQUESTS

By JOHN ARMSTRONG  
Estates Correspondent  
MORE than 100 charities have applied to the executors of Godfrey Winn, the writer and journalist for grants from the residue of his £361,601 estate.

## Church sold without my knowledge, says rector

DAILY TELEGRAPH REPORTER  
A RECTOR is writing to the Church Commissioners asking them why they have sold one of the churches in his Somerset parish without telling him.

## RED ARROWS' LEADER STEPS DOWN

By Air Cdre E. M. Donaldson  
Air Correspondent  
SQUADRON LEADER R. E. W. Loversoed, 38, leader of the RAF's Red Arrows flight aerobatic team, is to "give up his command" for medical reasons.

## INGMAR BERGMAN MARRIES AGAIN

Ingmar Bergman, 55, the Swedish film and stage director, has married for the fifth time, it was announced in Stockholm yesterday.

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Newwater House, 11 Newhall Street, Birmingham B3 3NY. Telephone: 021-236 4308

## DEVON TRAFFIC BAN CONSIDERED

Plans to ban traffic entering some towns in Devon and Cornwall, following the construction of the M5 and other first class trunk routes, are being considered by the Department of the Environment.

## BOY WITHOUT PASSPORT GOT TO SWITZERLAND

By Our Geneva Correspondent  
A boy found wandering penniless in Thun, Switzerland, has been identified as Philip Davison, 15, whose home town is Coventry and who disappeared from a special school near Aber-gavenny, Wales, six weeks ago.

## FATHER AMAZED "Frightening" journey

Philip's father, Mr Denis Davison, a shoe shop proprietor, said at his home in Canley Road, Coventry, last night he was preparing to fly to Switzerland and bring Philip home.

## MEDAL FOR SHOT DETECTIVE

Detective Constable Ian Coward, who died in June after he was shot in Reading, Berks, has been awarded the Queen's Police Medal for Gallantry.



## The Melcom, low cost, visible record computer has another big advantage

### Mitsubishi make it

MITSUBISHI: a company so big it makes the computer giants in the UK look small. And now they've formed a new company: Melcom System (UK) Limited. To give the highly successful Melcom compact computer the UK backing it deserves.

computer—and more. It is a vital management tool which can immediately come up with all the answers on a visual display unit when you need them—without disrupting any work the computer may be doing. A Melcom can be made to grow as your company grows. Its basic memory of 12,000 digits can be expanded to cope with any future expansion deemed necessary.

Right now, Melcom System can offer immediate delivery. So there's no time to lose. Get on to them today and find out what it's like to deal with a company that lives and breathes compact computers.

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LONDON STOCK EXCHANGE

Account: Nov. 15-Nov. 26. Pay Day: Dec. 7. Bargains Marked: 12,899
Rises: 682. Falls: 278. Unchanged: 1,138. Dollar Premium: 19 1/2 p.c. (+ 3/8 p.c.)

F.T. STOCK INDICES, NOV. 18

Table with columns: Index, Change, High, Low. Values for Industrial, Govt. Secs, Gold Min, Fixed Int, Ord. Div, and Earn. Yd.

FINANCIAL TRUSTS

Table listing various financial trusts with columns for Stock, Price, and Change.

INVESTMENT TRUSTS

Table listing various investment trusts with columns for Stock, Price, and Change.

TEXTILES

Table listing various textile stocks with columns for Stock, Price, and Change.

PAPERS & PUBLISHERS

Table listing various paper and publisher stocks with columns for Stock, Price, and Change.

MOTOR & AIRCRAFT

Table listing various motor and aircraft stocks with columns for Stock, Price, and Change.

INSURANCE

Table listing various insurance stocks with columns for Stock, Price, and Change.

PROPERTY

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SHOES & LEATHERS

Table listing various shoes and leather stocks with columns for Stock, Price, and Change.

OIL SHARES

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TOBACCOS

Table listing various tobacco stocks with columns for Stock, Price, and Change.

BRITISH FUNDS

Table listing various British funds with columns for Stock, Price, and Change.

BUILDING & ROADS

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CORPORATION STOCK

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DOMINION STOCKS

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FOREIGN STOCKS

Table listing various foreign stocks with columns for Stock, Price, and Change.

DOLLAR STOCKS

Table listing various dollar stocks with columns for Stock, Price, and Change.

BANKS, DISCOUNT, H P

Table listing various bank, discount, and H.P. stocks with columns for Stock, Price, and Change.

FOOD & CATERING

Table listing various food and catering stocks with columns for Stock, Price, and Change.

BREWERS

Table listing various brewer stocks with columns for Stock, Price, and Change.

SHIPPING

Table listing various shipping stocks with columns for Stock, Price, and Change.

Buyers' enthusiasm pushes index to near 1971 peak

ANOTHER active session in industrial sections yesterday saw buyers still in command and the Financial Times Ordinary share index advanced 6.9 more to 427.4, only 5.4 below its 1971 peak of 432.8. Increased buying activity developed against a background of mainly favourable company news and further moves on the take-over front. As on Wednesday, late dealings were notable for fluctuations in Redland, Purle Brothers and Ready Mixed Concrete on the bid news. The announcement that Redland intends to go ahead with its offer for Purle Brothers left the latter 20 higher, at 240p, while Redland, up to 135p on one stage on the conditional offer from R.M.C. ended 3 better, at 133p. R.M.C. was a shade easier, at 143p. Interest in British Government securities again suffered at the expense of the new-found confidence in the industrial sections. As a result, quotations were widely lower at the opening in the face of profit-taking but conditions subsequently became steadier and the "no change" Bank Rate decision passed without effect. Final prices showed scattered net losses of a, although War Loan 3 1/2 p.c. held firm at 41 1/2. A slightly more optimistic feeling about prospects for a settlement of the independence issue saw Southern Rhodesian bonds moving ahead in a thin market. The 6 p.c. Stock ended 52 higher, at 560, while the 5 1/2 p.c. closed 10 better, at 52, after 54. Turner and Newall rose 4 to 164p in sympathy. News of the takeover approach left Usher-Walker 14 higher, at 55p, while a cash bid of 54p per share for W.P. Holdings 12 to the good, at 85p. The announcement of merger discussions prompted small gains in Avana, at 14p, and Park Cake Bakeries, at 14 1/2p, while British Triunfants improved to 56p on full details of the bid from Rexmore, and Wm. Hill Organisation 7 to 148p. There was a sudden flurry of interest in Zetters Group, 5 1/2 better, at 31p. Active demand for Midland Ideal Homes was accompanied by take-over gossip and the shares ended 11 higher, at 77p. Speculative interest also developed in Burrell and Co. 3 1/2 better, at 18p, and Francis Industries, 7 higher, at 45p. Disappointing interim reports left losses in Rotaprint, 7 down, at 55p, and B. Lloyd & Co., at 56p, but renewed speculative demand boosted Channel Tunnel shares by 18 to 106p, a rise of 41 on the week so far; recent buyers have high hopes for an early start on the proposed tunnel project. Selective buyers were operating in property shares and Trafalgar House ended 5 1/2p better, at 142 1/2p on satisfaction with the interim results. Hamamston, 4 1/2p jumped 22 to 325p, while Daejan rose to 98p. Wheeler's Restaurants rose 5 to 150p on the interim results and further consideration of the bid discussion with Lee Services. Heartened by the better-than-expected third-quarterly statement from Royal Insurance, the market in insurance shares closed on a buoyant note. Royals ended 13 up, at 420p, while gains of 6 p.c. were secured by Commercial Union, at 458p; Guardian Royal Exchange, at 270p; Phoenix, at 254p; and Sun Alliance, at 489p. Dealers were also pleased with the interim figures from Associated Newspapers and the share advanced 14 to 135p. Daily Mail Trust jumped 14 to 505p, in sympathy. In the stores section, M.F.I. Warehouse jumped to 228p on bid gossip before closing 15 higher, at 226p. Among textiles, Coats Patons rose 3 to 70p on the interim results. Leading oil shares closed on a firm note, with British Petroleum 6 up, at 564p. Against the trend, "Shell" was easier, at 317p, on adverse rumours concerning the Venezuelan operations, but a spokesman for "Shell" said that the company's activities in Venezuela were continuing normally. Gold shares turned dull following the statement by United States Treasury Secretary Mr. Connally on the possibility of a 5 p.c. American devaluation against gold. St. Helena reacted to 315p, Ofsite, to 500p, and Westcoast to 385p, and Westcoast 87 1/2p. Australians were notable for sharp fluctuations in Pacific Copper, which jumped from an overnight price of 39p to 65p before reacting to 44p. WITH the shipping industry now looking in a recovery phase—the recent figures from the charter were judged most satisfactory—long-suffering shareholders who are locked-in at much higher levels have cause for optimism. Robb Caledon Shipbuilders last traded at a profit back in 1968, when the share price was 125p, but a subsequent run of losses has seen the quotation plummet to 21p. In the chairman's report, published on Monday, Sir John Brown said that the group should be "backed to a basis of stability in the current financial year." Backed by assets equal to 82p per share, Robb Caledon should be held for what could be a notable rally.

ELECTRICAL & RADIO

Table listing various electrical and radio stocks with columns for Stock, Price, and Change.

DRAPERY & STORES

Table listing various drapery and stores stocks with columns for Stock, Price, and Change.

INDUSTRIALS

Table listing various industrial stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Stock Price + or -

Table listing various stocks with columns for Stock, Price, and Change.

Handwritten note: 10p share 1500



صحة الامم المتحدة

MPANY HIGHLIGHTS  
Godfrey Davis in top gear

STILL "all go" at Godfrey Davis, with first-half profits of this car hire group and its dealer, up from 900 to a new opening peak of 1,000,000, and chairman Mr. Godfrey Davis forecasting full profits "well above" last year's 750,000.

& C. surprise

IT is a pleasant surprise for holders in National and General Banking Group in the higher 1971 pre-tax profits, which were 4.7 p.c. down on the half-way mark and the 10 p.c. rise over the full year. But in the event, they are up from 24,000 to 24,500,000, with an additional provision for doubtful debts of 100,000.

or doubles up

INDENT restoration is going in hand with the profit rise at Valor, the heating and engineering group. The opening 27 weeks have seen net profit improve from 1985 to 2,263,286 and the 10 p.c. rise is clear that the net profit for the year 1970-71 was 2,531,192 last time—exceeded.

s. Newspapers up

cost 550,000 to launch the Daily Mail, but despite this the opening 27 weeks have seen net profit improve from 1985 to 2,263,286 and the 10 p.c. rise is clear that the net profit for the year 1970-71 was 2,531,192 last time—exceeded.

lylish Coats Patons

IE FORECAST recovery by the drapery textile group Coats Patons is materialising in style. The opening 27 weeks have seen net profit improve from 1985 to 2,263,286 and the 10 p.c. rise is clear that the net profit for the year 1970-71 was 2,531,192 last time—exceeded.

Royal delivery

IE market has got even better in the month figures from the Royal Insurance Company that expected, pre-tax profits of 11.5 million, up from 10.5 million, only 2,000,000 of a 20-3 million that Royal made the whole 1970 year.

heatsheaf harvest

E ACTION it took to adjust imbalance between profits rising costs and which began to take effect in the second half 1970-71 has paid off for Wheat Distribution and Trading in first 28 weeks of the current year. Pre-tax profits have risen from 2,577,000 to 2,921,000, chairman says the second half which covers 24 weeks, will show profits slightly less than this.

righter Minister

A half-time statement from Mr. Peter Cannon says the derailing loss on all types of shares by Minister Assets Insurance companies will be down to 100,000. He confirms that the 1970 year amount attributable to holders of Minister Assets is 100,000, a rise on the 100,000 of previous 18 months.

eyland prices

UTISH Leyland took another step towards boosting sales on the Continent yesterday by announcing price cuts of up to 2 p.c. on 13 models in the van market. It is possible that economies of scale at the Leyland works will probably mean importers with their own marketing company.

T.—ACTUARIES INDICES  
Industrial Group 171.41 (+1.61)  
500 " 182.68 (+1.38)  
1-Share 179.84 (+1.67)

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Big injection of State cash urged for ICL

By MICHAEL BECKET

MASSIVE Government support is needed urgently to keep Britain's computer industry viable, says the report of the Parliamentary Committee on Science and Technology. It wants a tenfold increase in current public aid to £50 million a year, to rise to £100 million a year, with a "substantial proportion" going to International Computers Limited.

The committee is sharply critical of Government attitudes in purchasing and aid, and recommends two new bodies—one to develop the strong technical competence (which does not exist at the moment) to do the buying, and another to channel research and development aid to the industry.

Buying method

Mr Airey Neave, the committee's chairman, criticises the Government for lack of a clearly thought out policy, and the report attacks the current method of buying. It recommends abandoning hidden price preferences for I.C.L. products, and an end to single tender contracts in computer purchase.

These are companies which do research, manufacturing and have shareholders in Britain. But, adds the report, "preference should be given to suppliers where the controlling interest is held by United Kingdom nationals."

Town & City properties in £5m West End deal

By DAVID BREWERTON

TOWN AND CITY Properties is to acquire the property interests of two West End property agents in exchange for shares valued at over £5 million. The two agents, Mr Stephen Laurie and Mr Elliott Bernard, are to join the T and C board.

The deal involves the purchase of properties valued at over £5 million. All but one of these, a property in Duke Street, S.W.1, are owned by six private property companies. Mr Laurie and Bernard are directors of some of these companies.

The acquisition will bring into T and C's portfolio completed properties and developments comprising mainly freehold and long leasehold office and shop properties in central and suburban London.

The value of net assets being acquired by T and C amounts to £5.65 million, for which the consideration will be 3,475,000 Ordinary 10p shares (taken at 105p per share). Of these, 1.4 million will rank with the existing Ordinary.

In a second deal announced yesterday, T and C has agreed the capital of Emel Investments, a property investment and development company which has as its principal asset freehold property adjacent to Finsbury Square, E.C.1, valued at £255,000.

This property will be redeveloped as a 10,000 sq. ft. office block. Net assets of Emel amount to £468,000, and T and C is to issue 425,000 Ordinary shares as consideration.

Another major point is on the closure of trading floors. It has been decided that no closures should be considered in the first three years of the united exchange's existence. In the following six years, an 80 p.c. voting majority would be needed on any resolution to shut a market. Local identity is bound to be guarded jealously and the ruling on closures is clearly an attempt to allay provincial fears.

The federation's report also suggests a six-month transition period while the 20 or so provincial firms which have both broking and jobbing sections decide on a single activity. In any event this has been under active consideration for six years, and it could mean the disappearance of such dual capacity "partnerships" by the end of next year.



Mr Airey Neave, chairman of the Parliamentary Committee on Science and Technology, who criticises the Government for lack of a clearly set out policy for Britain's computer industry.

Cavenham bid opponent rallies Wright's holders

MR JOHN MALHOUSE, the Liverpool accountant fighting the takeover bid by Wright's Biscuits for Mr James Goldsmith's Cavenham, appealed to shareholders yesterday not to sell their holdings in the market or to Cavenham.

Annual reviews

Long-range Government plans and reviews of progress ought to be laid before Parliament annually, says the committee. It also hopes the Government will continue to contract out specialised work, and that the publicly owned authorities and local government will follow the practice and standards of the computer purchasing board.

I.C.L. was not immaturally pleased at the prospect of substantial Government aid but anxious to emphasise it could survive without it, though perhaps on a different scale. It would be more a packager of parts and patents and could not hope to become what the committee seems bent on making it, a European IBM. I.C.L. shares yesterday rose 6p to 115p.

What may also deter the Government from instant action is the lack of basic objectives. Not only has the committee not considered whether this was the most effective target for Government economic stimulus (it was not its job), but it has not outlined the fundamental targets. It has assumed that extra R and D money will solve I.C.L.'s problems and make it a large and successful company.

He will stay on the board in a public show of hatchet-burying, but Rowntree Mackintosh in its own managing director, Mr J. Greenhalgh, as new chairman of Bovril. Another Cavenham director Mr M. L. Haynes, goes in as managing director.

Mr Lawson Johnston gives up all executive responsibilities. He succeeded Lord Luke as chairman earlier this year and has been with Bovril for 25 years. The fight to acquire Bovril began with Cavenham offering £8.5 million, and the price rose gradually in a round or bid-and-counterbid with Rowntree Mackintosh.

Throughout the battle, the Bovril board urged shareholders to favour Rowntree Mackintosh.



IN tomorrow's Family Money-Go-Round:  
INSURANCE: James Woolton discusses how a young man should pursue and develop a savings policy with the help of life insurance. This is the second article of a new series.

PERSONAL TAX: Bryan Lincoln continues with his explanation of the complexities of capital allowances.  
TAX: Winner's name of last Saturday's prize crossword. And the Mercury Column.

New plan for United Exchange

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There would be a single compensation fund, with members required to pay in a non-refundable £200 to help to cover liabilities left by failed firms. The plan also provides for areas of the country to be in the care of Administrative Units with the whole organisation to be known as the Stock Exchange.

Redland says 'no' to £73m bid by Ready Mixed

READY Mixed Concrete's £73 million plan to acquire Redland was summarily rejected yesterday by Redland's Chairman Lord Beeching.

He turned down flat R.M.C.'s proposal that Redland, the building materials group, should drop its own proposal to offer £15 million for industrial waste specialist Purle Brothers.

So R.M.C. intends to go ahead with its attempted takeover, and the group made it clear that it was hoping for support for its viewpoint from City institutions who may try and persuade Redland that it is paying too much for Purle. It hopes shareholders will refuse to approve the increase in capital needed to buy Purle.

Lord Beeching's statement contained a warning that Redland is confident the addition of Purle to the group will be in the best interests of Redland shareholders.

He added that his board's "considered views about the R.M.C. approach will be sent to shareholders shortly."

The stock market, having marked Purle's price sharply lower after hours on Wednesday, took the opposite approach yesterday and the price finished 20p better, at 240p, on the belief that the original deal will go through. R.M.C. shares slipped to 145p, while Redland rose 5p to 155p, a 10p discount on R.M.C.'s bid terms.

Flood of money for market newcomers

THERE was a flood of money for three of yesterday's new equity issues, the fourth was oversubscribed to while the fixed interest newcomer also succeeded.

The biggest oversubscription was scored by Fidelity Radio—15 times oversubscribed with the offer of 1,480,000 10p Ordinary shares at 70p each pulling in 15,856 applications for a total of 85,514,770 shares. Employees' applications were allotted in full and the allotment basis for the remainder is: applications for up to 500 shares—100 by ballot; 500 to 1,000—200 by ballot; 1,000 to 5,000—400 by ballot; 5,000 to 10,000—500 by ballot; 10,000 to 25,000—600 by ballot; 25,000 and over—about 2 p.c. of requirement. Dealings start Wednesday.

The offer of 1,050,000 10p Ordinary shares in Alida Packaging at 84p each, drew 5,892 applications for a total of 48,151,500—46 times oversubscribed. Employees get a full allotment. Applications for up to and including 9,000 shares go to ballot for allotments of 200 shares.

The ballots have been conducted so that the proportion of the issue allocated to each group is the same as the proportion of total shares applied for by that group. Applications for 10,000 shares and above get about 2 p.c. of requirement with a maximum allocation of 16,000 shares. Dealings start Tuesday.

The Oil Exploration (Holdings) offer of 1,500,000 10p Ordinary at 40p each was oversubscribed 39 times, with 6,525 valid applications for a total of 58,701,100 shares. Allotment basis is: up to and including 1,000—ballot for 200 shares with allotment to one in 20; between 1,000 and 5,000 inclusive—ballot for 300 shares allotment to one in 11; between 5,000 and 25,000 inclusive—allotment of 500; 30,000 and over—about 2 1/2 p.c. of requirement. Dealings start Tuesday.

The offer of 1,600,000 Bernard Mathews 25p Ordinary at 100p each drew 1,235 applications for a total of 1,921,800. Employees get a full allotment. Applications for up to and including 20,000 shares and upwards—some 70 p.c. of requirement with a minimum of 20,000 shares. Dealings start Tuesday.

In the case of the fixed interest stock, £5 million of Corporation of London 7 1/2 p.c. stock 1979-81 applicants for amounts up to £500,000 get a full allotment and those for amounts over this about 80 p.c. of requirement.

Crawford's HQ sold for £1m

BARCLAY Securities, the industrial holding group headed by Mr John Bentley, has sold the former headquarters of Crawford's advertising agency for nearly £1 million.

The leasehold property at High Holborn will be passed over to its new owners, the Commercial Union Assurance group, on Nov. 30.

Commercial Union also announced yesterday that contracts have now been signed for the purchase of a large office site in the centre of Brussels.

Banking fraternity calls for equality

BY THE CITY EDITOR

THE THEORY that the clearing banks would soon declare themselves as serious competitors in the savings market became a fact yesterday with the publication of evidence submitted by the committee of London clearing bankers to the Page Committee reviewing National Savings.

In the first evidence published the banks have fired a fusillade of sharp truths about the savings movement. The activities of the Page Committee which have been somewhat subdued so far may now come to life.

The banks plead that the differential treatment of public and private sector savings institutions in terms of selective controls on interest rates, tax reliefs and target rates of return on capital is "discriminatory and unfair."

An important aspect of the recent Government moves designed to stimulate competition and innovation within the financial sector, they argue is the need to ensure equality of official treatment for all institutions carrying out similar functions. The banks argue that bank deposit accounts are seen and treated by customers as "savings accounts" and that they are similar to the ordinary accounts of the savings banks. Yet the treatment meted out to them is different.

The banks deplore the Bank of England's idea that savings banks and building societies should have their green pastures protected from the plundering host of greedy bankers if competition for the lush grass becomes too fierce. Such protection would, they argue, have the effect of preventing the commercial banks from competing properly in providing a service for which their existing assets are particularly well suited.

The fighting talk does not end there. The banks maintain that the National Savings movement no longer fulfils the role for which it was intended—the encouragement of thrift and saving among the less well off. A wide range of private institutions, including the clearing banks now provide these services. Seen as a means of raising Government finance, National Savings, if properly costed, may not be particularly cheap. Should it therefore continue to exist?

The banks also have a stern word for the Trustee Savings Banks and the latter's long frustrated desire to expand into the field of personal loans. They suggest that it would be wrong for Trustee Savings Banks to be encouraged to move into this area unless they were placed on an equal footing with commercial banks in various other respects.

The Page Committee will not be making its findings known until well into 1972. About 50 p.c. of the expected evidence has been received. If it is all as lively as the first course served up by the London clearing banks then the report will be a significant document.

Third attempt by the Group of Ten

MR CONNALLY has called the meeting of Finance Ministers of the Group of Ten for Nov. 30 and Dec. 1 in Rome. It will be the third Ministerial meeting since President Nixon imposed his import

surcharge and suspended convertibility of the dollar on Aug. 15, but it is unlikely to be the last before an agreement is reached. The postponement of the original meeting called for Nov. 22 will allow a little more time for President Pompidou and Chancellor Brandt to try and agree a common position for the Common Market countries, something which their deputies M. Giscard d'Estaing and Dr Schiller have signally failed to achieve. But total agreement between the floating Germans and the dirigiste French is unlikely yet.

The best that can be hoped for in Rome is an agreement among the Europeans, the British and the Japanese on the kind of average revaluation of their currencies they would be prepared to agree against the dollar in exchange for the lifting of the import surcharge.

Detailed realignment of the individual currencies could then be negotiated in a second stage package deal. There is some real reason to believe that the Nine would agree an average 10 p.c. revaluation of their currencies in return for removing the surcharge.

This would be much easier to achieve if the Americans would devalue 5 p.c. against gold so that the average revaluation of other currencies against gold would only need be 5 p.c. as well. If Mr Connally can give this away then a solution will be in sight.

Burston and Texas to double capital

BURSTON and Texas Commerce Bank has decided to increase its capital from £1.3 million to £2.5 million in order to match the expansion of the bank's sterling lending base. The additional capital will come from the existing shareholders—65 p.c. from the Burston group, 35 p.c. from the Texas Commerce Bank—in proportion to their existing shareholdings.

Total deposits are around £70 million, but the bank has reduced its portfolio of sterling certificates of deposit, which have yielded a handsome profit as interest rates fell, and diverted its cash to medium and short-term sterling lending, mainly to corporate clients.

Burston and Texas holds very strongly to the view that banks like its own, which had a very small sterling lending base under the old ceiling controls, should build up a sterling lending base very rapidly. The average cost of money will be higher than the clearing banks will pay because almost all the funds must be bid for.

But the policy is strongly based on the view that the present liquidity controls on the banking system will prove inadequate when the next squeeze is needed. Rationing of lending will then have to be introduced in some form, and banks which have built up a lending base will be able to profit at the expense of those which regard sterling lending as relatively unprofitable and see no need to expand it.

American banks in London, many of which arrived on the scene too late to have a large sterling lending base, are currently making up their minds on this crucial issue.

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## COMPANIES

### BP Oil & Gas

BRITISH Petroleum's Canadian offshoot, BP Oil and Gas of Calgary, yesterday reported a rise in net earnings for the first nine months of this year. They were up from £1.6 million, equivalent to 17.1 cents a share last year to £2.3 million or 21.3 cents a share, while gross income was up 12.2 p.c. at £6.9 million.

### Brown Shipley

BROWN Shipley Holdings is lifting its interim to 7 p.c. on Dec. 30 from 6 p.c. a year ago. The board says first-half profits are considerably ahead of the like period last year and are confident this good start will be maintained. The banking and insurance broking subsidiaries in particular have achieved a marked increase in profits.

### F. H. Lloyd

VIEWED in the light of the bleak expectations at the beginning of the year, first-half figures from F. H. Lloyd are disappointing. Though sales were maintained at the same level as the corresponding period, at £16.1 million, the pre-tax profit of this steel founder and engineer has fallen from £1,033,000 to £651,000.

The directors expect the second half out-turn to be similar to that of the first, which suggests pre-tax profits of £1.25 million for the year against £1.86 million previously. Meanwhile, the interim is held at 5½ p.c.

### King and Shaxson

SHAREHOLDERS in bill broker and banking agent King and Shaxson can look forward to an effective 4.14 p.c. rise in total dividend this year. The interim goes up from 3 p.c. to 5 p.c. on Dec. 15, and a final of 12 p.c. is forecast. The board reports that profits for the half-year to Oct. 31 were at a very much higher level than in the like period last year.

### Leasco

MR SAUL Steinberg's Leasco Corporation yesterday reported record operating income for the year ended Sept. 30 and disclosed that its British consulting wing had lost £509,200, almost all in the final quarter. The Inbucan consultancy, the statement added, started making profits again last month.

### Ropner Holdings

SIR Robert Ropner, chairman of Ropner Holdings, the shipping insurance broking and engineering group, warns shareholders that profits for the year ending March next will be less than last year's record £908,425, but he expects to hold the total dividend at 10 p.c.

### Rotaprint

WHILE IT is maintaining its interim dividend at 7½ p.c. on Jan. 7, office printing machine maker Rotaprint expresses some doubt about being able to keep the total at 25 p.c. for the year. Figures for the first six months to Oct. 2, set the picture.

### Sealed Motor

DESPITE pressure on margins, Sealed Motor Construction, which keeps its prices as competitive as possible to safeguard its supremacy in the British market and its ability to expand abroad, has pushed its first-half pre-tax profits on from £161,000 to £202,000 and expects a "satisfactory increase" in full-year profits again this time.

### Usher-Walker talks

AN APPROACH has been made to the directors of Usher-Walker which could lead to a take-over bid for this printing ink and roller maker. On the news the 10p ordinary shares were marked up 14p to 55p so the company is being capitalised in the market at £1.5 million.

### Vale-Lewston

THE BOARD of Thomas Vale and Sons, the property developer and gravel extractor, has accepted a bid from Lewston Developments which already has a 30 p.c. increase over the current eight Lewston Ordinary with a cash alternative of 70p per Vale Ordinary.

### CHAIRMEN

**Ladbroke Group**  
LADBROKE Group has started its new festive Christmas Mr. Cyril Stein told shareholders at yesterday's annual meeting that for the first 18 weeks of the year to Nov. 10, net profits showed a 30 p.c. increase over the corresponding period of 1970, without taking account of the contribution from its recent acquisition, Barber and Weston.

### NEW ISSUES

**Nat. Bank of Aust.**  
NATIONAL Bank of Australia plans to make a dual one-for-five scrip and one-for-one rights issue at A\$1.50 a share. The directors forecast an effectively maintained 10 p.c. dividend on the enlarged capital.

### Shell Int. Finance

SHELL International Finance yesterday announced the offer of £60 million of 15-year bonds to carry an interest rate of 8 p.c. and priced at par. This financing is the largest offer of long-term dollar-denominated straight bonds undertaken by the international capital market.

### PROPERTIES

**Hull auction**  
THE freehold development site at Hull was sold at auction yesterday for £1.1 million. Buyers were Raveney Properties. With other properties, the auction, organised by Edward Erdos and Co., raised a total of about £1.5 million.

## BUILDING SOCIETIES

**Nationwide**  
THE Nationwide Building Society yesterday announced that its assets have now reached £300 million—a rise of £150 million during the last 12 months. The society is attracting new investments at the rate of £1½ million per day.

## BIDS AND DEALS

**Avana-Park Cake**  
AVANA GROUP and Park Cake Bakeries, both suppliers of cakes and confectionery to Marks and Spencer, are having merger talks. The two companies, which have a market capitalisation of over £5 million, are satisfied that a merger would enable considerable rationalisation to be effected.

## M E M-Delta

THE board of Midland Electric Manufacturing has unanimously rejected the bid from Delta Metal. It says holders would sacrifice the advantage of the excellent prospects of the further growth of M E M in the future, the value of the offer being inadequate and that it does not believe the commercial advantages claimed by Delta are valid.

## REXMORE-B T

TERMS of Rexmore's fore-stated bid for British Trimmings (Holdings) have been agreed at five Rexmore shares for every 18 Trimmings, with a cash alternative of 55p for each Trimming share against the previously projected 50p. The bid is agreed with holders of 45 p.c. of Trimmings equity pledged to accept.

## ROYCO-ARV

PROPERTY developer Mr. R. Strudwick, head of Royco Group, is making an £800,000 agreed bid for ARV Holdings, the garages firm. Directors who control some 21 p.c. of the company are presenting the 54p a share offer. Mr. Strudwick says it is not his intention to use ARV as a means to obtain a quote for the Royco Group.

## Usher-Walker talks

AN APPROACH has been made to the directors of Usher-Walker which could lead to a take-over bid for this printing ink and roller maker. On the news the 10p ordinary shares were marked up 14p to 55p so the company is being capitalised in the market at £1.5 million.

## Vale-Lewston

THE BOARD of Thomas Vale and Sons, the property developer and gravel extractor, has accepted a bid from Lewston Developments which already has a 30 p.c. increase over the current eight Lewston Ordinary with a cash alternative of 70p per Vale Ordinary.

## CHAIRMEN

**Ladbroke Group**  
LADBROKE Group has started its new festive Christmas Mr. Cyril Stein told shareholders at yesterday's annual meeting that for the first 18 weeks of the year to Nov. 10, net profits showed a 30 p.c. increase over the corresponding period of 1970, without taking account of the contribution from its recent acquisition, Barber and Weston.

## NEW ISSUES

**Nat. Bank of Aust.**  
NATIONAL Bank of Australia plans to make a dual one-for-five scrip and one-for-one rights issue at A\$1.50 a share. The directors forecast an effectively maintained 10 p.c. dividend on the enlarged capital.

## PROPERTIES

**Hull auction**  
THE freehold development site at Hull was sold at auction yesterday for £1.1 million. Buyers were Raveney Properties. With other properties, the auction, organised by Edward Erdos and Co., raised a total of about £1.5 million.

# Money

## earns good, safe interest in a Lombard North Central Deposit Account

A Bank Deposit Account with Lombard North Central provides a good rate of interest, with complete safety for your capital—leading to financial peace of mind.

**6%** Deposits at 6 months' notice of withdrawal earn 6% interest per annum, but you can withdraw up to £100 on demand during each calendar year. Interest is paid half-yearly without deduction of tax.

**TIME DEPOSIT ACCOUNTS**—Deposits of £5,000 and over can earn higher rates of interest for fixed periods. Details are available on request.

Lombard North Central is a member of the National Westminster Bank Group whose Capital and Reserves exceed £329,000,000.

Opening an Account is simplicity itself, so write now to the General Manager for further details and a copy of Deposit Account Booklet No. 3

## Lombard North Central Limited

Head Office: LOMBARD HOUSE, CURZON ST., LONDON, W1A 1EU. Tel: 499 4111  
City Office: 31 LOMBARD ST., LONDON, E.C.3. Tel: 623 4111

Branches throughout Great Britain

# Pressac

Electro-Mechanical Component Manufacturers and Precision Engineers

## We look forward to sustained growth

In his annual statement to the shareholders of Pressac Holdings Limited Mr. G. Clark, the Chairman, reports Group Sales amounted to £651,800, an increase of 29%. Our profit rate increased to an even greater extent despite considerable increases in costs of materials and labour. This is the result of the higher volume of production but also reflects the economy afforded by improved methods and efficiency planned and built in during the past two years.

Real benefit is now deriving from the expenditure on the Acton Street factory premises. Capacity is far from extended and we are looking forward to full flow production of colour television receivers in the factories of our customers.

Progress by K.B.L. Engineering (Stapleford) Limited is satisfactory and factory extensions nearing completion will add appreciably to the potential. The contribution of Wagstaff and Appleton Limited has again proved excellent.

It is intended to pursue the policy of re-investment in development and production facilities to meet the ever growing demands and to move still further processes and efficiency within our factories. We look forward to sustained growth.

One-for-two issue approved

	1971	1970
Group Profit before tax	£211,984	£215,233
Group Profit after tax	£189,484	£216,133
Retained Profit for the year	£99,976	£59,898
Dividend	46%	35%

## Brown Shipley Holdings Limited Interim Statement

During the first half of the present financial year the Group has experienced continued progress in all areas of its activity, and its subsidiaries show a marked increase in profits compared with the corresponding period last year.

The Group's profit of the six months ended 30th September, 1971 is therefore considerably higher than that for the six months ended 30th September, 1970, and while it is impossible to make an accurate forecast for the whole year the Board is confident that this good start will be maintained.

An Interim Dividend of 7 p.c. (1970 last year) has been declared payable on 31st December, 1971, in respect of the year to 31st March, 1972.

Founders Court, London, E2R 7HE

## THOMAS FRENCH & SONS LTD.

(Makers of "Rufflette" and Products)  
Extracts from the Accounts and the Statement of the Chairman, Mr. W. Wood

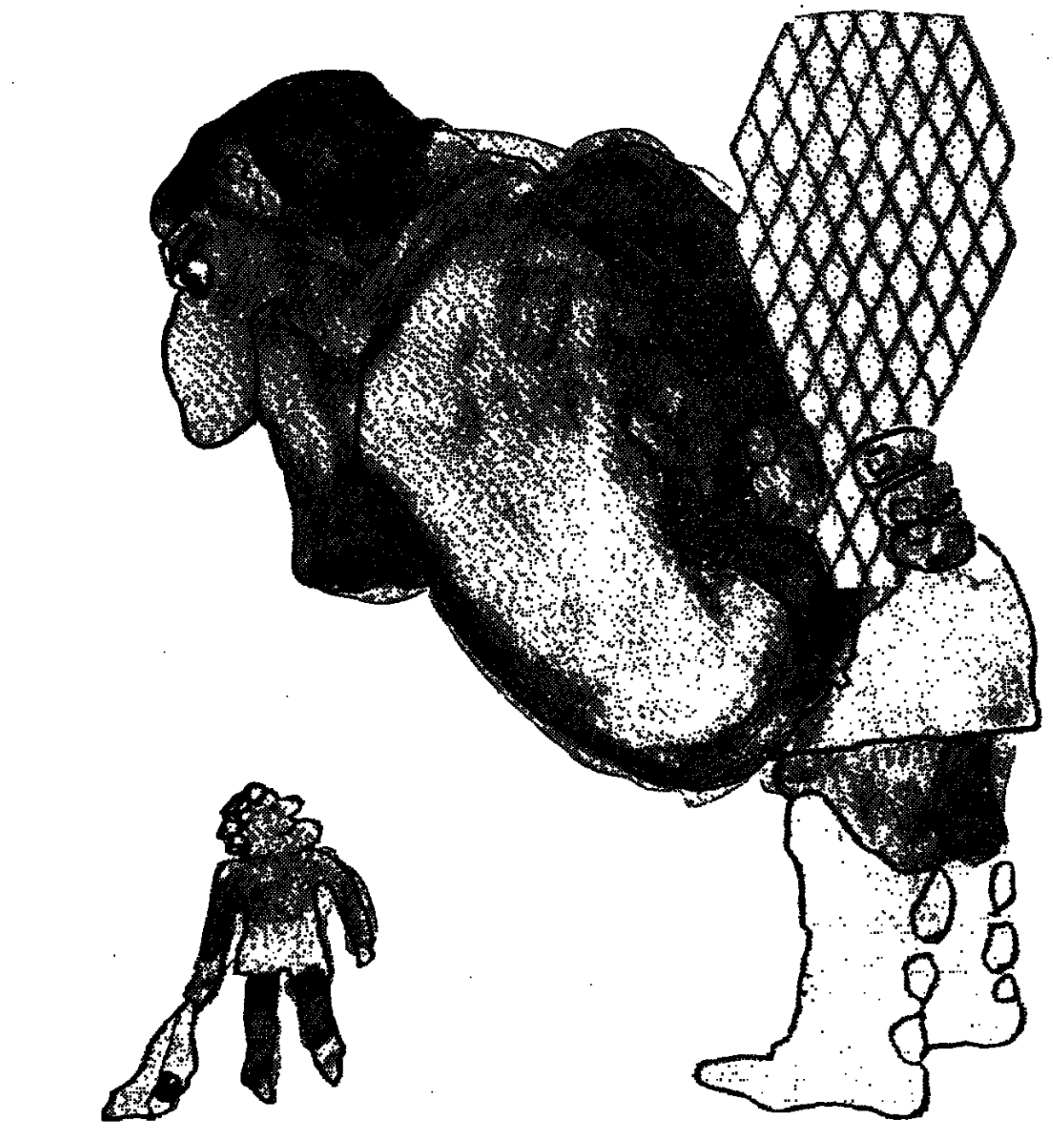
Year ended 3rd July	1971	1970
Turnover	£ 3,887,226	£ 3,578,050
Pre-tax profit	248,164	132,951
Taxation	(109,525)	(61,386)
Dividends	(58,250)	(21%) 59,375

The year was one of considerable activity and progress in all areas of the business.

Research work continued to produce valuable tangible results and our marketing performance was very successful. Even more ambitious plans for the current year are already being implemented.

Since July business has continued very satisfactorily, with turnover running at more than 10% over the corresponding period last year.

In the absence of any unforeseen reverse, our results for the current year should show good improvement on 1970/71.



## You don't have to be big to be competitive

At Ash & Lacy, we're proving it. Though getting people on our side isn't easy with a Goliath looming over us. Luckily, giants (or monopolies) usually have an Achilles heel or two. Like price and service.

Being smaller, we're closer to the needs of every one of our customers. So we serve them better. We're often smaller on price—our recent contracts are perfect examples.

And we deliver at a sprint, with 46 vehicles travelling nationwide routes.

Also, we take great care with the quality of our expanded metal—and we thoughtfully

provide a wide range of sizes and materials from stock. We may be small in expanded metal now, but from the look of our order book, we're catching on in a big way.

## Ash & Lacy for a better deal in Expanded Metals

Ash & Lacy Perforators Ltd., Alma Street, Smethwick, Warley, Worcs. Telephone: 021-558 2171.

Handwritten signature or mark at the bottom of the advertisement.



A copy of this Offer for Sale, having attached thereto the documents specified below, has been delivered to the Registrar of Companies in Edinburgh for registration. Application has been made to the Councils of the Stock Exchange, London and The Scottish Stock Exchange for permission to deal in and for quotation for the whole of the Ordinary Shares of the Company...

# ARTHUR BELL & SONS, LIMITED

## SCOTCH WHISKY DISTILLERS

Authorized		SHARE CAPITAL		Issued and to be issued fully paid	
£				£	
400,000	In 400,000 5% per cent. Cumulative Preference Shares of £1 each			400,000	
5,600,000	In 11,200,000 Ordinary Shares of 50p each			5,250,000	
<b>£6,000,000</b>				<b>£6,650,000</b>	

The Company has outstanding (a) bank overdrafts which on 31st October, 1971, amounted in total to £3,866,700, of which £900,000 is secured, and (b) £2,966,700 7% per cent. Debenture Stock 1968/91. Save as aforesaid and apart from intra-group indebtedness, neither the Company nor any of its subsidiaries has outstanding any bank or other similar indebtedness, loan capital, mortgages, debentures, hire purchase commitments or material contingent liabilities or guarantees.

## Morgan Grenfell & Co. Limited

### Offer for Sale of 2,500,000 Ordinary Shares of 50p each at 130p per share. Payable in full on application

The Ordinary Shares now being offered rank in full for all dividends hereafter declared or paid on the Ordinary Share Capital of the Company. Copies of this Offer for Sale, incorporating application forms, may be obtained from:— the registered office of the Company, 11, Victoria Street, Perth; Morgan Grenfell & Co. Limited, New Issue Department, P.O. Box No. 134, 4, Tabernaclu Street, London, EC2P 2DA, or 23, Great Winchester Street, London, EC2P 2AX; the brokers to the Offer: W. Greenwell & Co., Bow Bell House, Broad Street, London, EC4M 9EL; Bell, Lawrie, Robertson & Co., P.O. Box No. 8, 22, St. Andrew Square, Edinburgh, EH2 1YH; and the Secretary, The Scottish Stock Exchange, 60, St. George's Place, Glasgow, G2 1BU.

**Directors**  
 WILLIAM GOVAN FARQUHARSON (Chairman), Tay Park, Isla Road, Perth.  
 RAYMOND CLIVE MICHAEL (Managing Director), Whitelands, Caledonian Crescent, Glasgow, Perthshire.  
 THOMAS DUNCANSON, Riverside, Inverness, Perth.  
 JOHN LINDSAY SUTHERLAND, Madryn House, West Linton, Peebleshire.  
 GEORGE URE, Ardara, Fairmount Terrace, Perth.  
 DAVID GEORGE GARDNER, 132, East Trinity Road, Edinburgh 5.  
 DAVID ADAMS HENRY HARLEY, Craigherron, Hadden Road, Perth.  
**Secretaries and Registered Office**  
 JOHN GEORGE URE, C.A., 11, Victoria Street, Perth.  
**Company Bankers**  
 BANK OF SCOTLAND, 60, St. John Street, Perth.  
**Receiving Bankers to the Offer**  
 MORGAN GRENFELL & CO. LIMITED, New Issue Department, P.O. Box No. 134, 4, Tabernaclu Street, London, EC2P 2DA.  
**Auditors and Reporting Accountants**  
 J. & R. MORISON & CO., 4, Blackfriars Street, Perth (Chartered Accountants).  
**Brokers**  
 To the Company: MORGAN GRENFELL & CO. LIMITED, 11, Victoria Street, Perth.  
 To the Offer: MORGAN GRENFELL & CO. LIMITED, 11, Victoria Street, Perth.  
 W. GREENWELL & CO., Bow Bell House, Broad Street, London, EC4M 9EL, and The Stock Exchange, London.  
 BELL, LAWRIE, ROBERTSON & CO., P.O. Box No. 8, 22, St. Andrew Square, Edinburgh, EH2 1YH, and The Scottish Stock Exchange.  
 MORGAN GRENFELL & CO. LIMITED, Registrar's Department, P.O. Box No. 134, 4, Tabernaclu Street, London, EC2P 2DA.

Year ended 31st December	Turnover (including duty)	Profit before tax	Taxation provision	Profit after tax
1961	854,330	25,291	15,500	9,791
1962	1,200,000	31,154	18,000	13,154
1963	1,500,000	45,542	26,701	18,841
1964	1,800,000	51,466	28,254	23,212
1965	2,100,000	58,000	31,750	26,250
1966	2,400,000	65,000	35,000	30,000
1967	2,700,000	72,000	38,000	34,000
1968	3,000,000	80,000	42,000	38,000
1969	3,300,000	88,000	46,000	42,000
1970	3,600,000	96,000	50,000	46,000
1971	3,900,000	104,000	54,000	50,000

**PROCEDURE FOR APPLICATION**  
 Applications must be made on the application forms provided and must be sent to:— Morgan Grenfell & Co. Limited, New Issue Department, P.O. Box No. 134, 4, Tabernaclu Street, London, EC2P 2DA and should arrive not later than 10 a.m. on Wednesday, 24th November, 1971.  
 Applicants, other than employees, must submit a minimum of 100 shares and must be for multiples of 100 shares up to 1,000 shares, for multiples of 500 shares from 1,000 shares to 10,000 shares and thereafter in multiples of 5,000 shares.  
 A separate cheque made payable to "Morgan Grenfell & Co. Limited" and crossed "Not Negotiable", representing payment in full at the Offer price and drawn on a bank or branch thereof in England, Scotland or Wales, must accompany each application.  
 Morgan Grenfell & Co. Limited reserve the right (1) to present all cheques for payment and to retain Letters of Acceptance and surplus application moneys pending clearance of the respective applicants' cheques and (2) to reject any application (and in particular multiple or suspected multiple applications) or to accept any application in part only. If any application is not accepted the amount paid on application will be returned by post at the applicant's risk and, if any application is accepted for fewer shares than the number applied for, the balance of the amount paid on application will be so returned.  
 Preferential consideration will be given to applications, up to a total of 125,000 Ordinary Shares, made by employees of Arthur Bell & Sons, Limited and its subsidiaries on the special forms (coloured pink) available to them; such applications must be for a minimum of 50 shares or a multiple thereof.  
 Acceptance of applications will be conditional upon the Councils of the Stock Exchange, London and The Scottish Stock Exchange granting on or before 1st December, 1971, permission to deal in and quotation for the whole of the Ordinary Share Capital of the Company issued and to be issued. Moneys payable in respect of applications will be returned if such permission and quotation are not granted on or before that date and, in the meantime, will be retained in a separate account.  
 Arrangements have been made for the registration by the Company of the shares now being offered, free of stamp duty and registration fees, in the names of the persons entitled thereto under the terms of the Letters of Acceptance, which will be renounceable up to and including 5th January, 1972. Share certificates will be available on and after 2nd February, 1972.

### CHAIRMAN'S LETTER

The following is a copy of a letter addressed to Morgan Grenfell & Co. Limited by Mr. W. G. Farquharson, Chairman of Arthur Bell & Sons, Limited:—

**HISTORY OF THE COMPANY**  
 The Company was incorporated in Scotland as a private company on 19th December, 1921, to acquire the business of Arthur Bell & Sons, the oldest in a series of partnerships whose origins in Perth date back to 1825. It was converted into a public company on 20th January, 1949, when the Company issued 400,000 4 1/2% per cent. ordinary shares of £1 each. Until 1923, activities were mainly confined to the blending and bottling of Scotch whisky. Since then the Company has, in addition, carried on business as distillers, having acquired three Highland Malt distilleries, namely The Dufftown-Glenlivet and Blair Athol in 1933, and Inchoy in 1947. Throughout its long history Arthur Bell & Sons, Limited has remained an independent company, which today is involved in distilling, blending and bottling Scotch whisky and marketing it in all major world markets.

**PRODUCTION**  
 Since 1960 annual production at the three Highland Malt distilleries has increased from 725,000 proof gallons to over 2,100,000 proof gallons; approximately 40 per cent. of this output is retained for the Company's own blends. The increase in production has necessitated the building of a number of new bonded warehouses at the distilleries for storing and maturing purposes. The Company's total warehouse capacity is now 10 million proof gallons. In addition to the output retained from its own Highland Malt distilleries, the Company buys malt and grain whiskies from other Scotch whisky distillers for its blends. Approximately 40 per cent. of the grain whisky purchased is from the North British Distillery Company Limited in which the Company has a small shareholding.

**SALES**  
 The Company markets Bell's Scotch Whisky, the name "BELL'S" being a registered trade mark in the principal markets throughout the world. In the five years from 1967 to 1970 sales increased from 1967 to 1970 sales almost trebled after an intensive sales drive. The year export sales have increased again and to date over one half of the Company's sales have been to export markets made up to 48 per cent. to continental Europe, 29 per cent. to North and South America and 25 per cent. to Africa, Asia and Australasia.

**PREMISES**  
 The principal properties, all of which are owned by the Company, are:—  
 Highland Malt distilleries (with maturing warehouses with a capacity of 2,700,000 proof gallons of whisky)  
 Main bottling premises with eight production lines and blending and coopers buildings  
 Two bonded warehouses with a capacity of 400,000 proof gallons of whisky  
 Two bonded warehouses with a capacity of 480,000 proof gallons of whisky  
 One bonded warehouse with a capacity of 200,000 proof gallons  
 Branch offices and depot  
 Head Office and ancillary premises  
 In addition, the Company owns a number of houses mostly let to employees and almost all of which are in the vicinity of the distilleries.

**WORKING CAPITAL**  
 The net proceeds of the issue of 2,500,000 Ordinary Shares of 50p each by the Company under the arrangements referred to in this Offer for Sale are estimated to amount to approximately £3,250,000, and will be used to reduce the Company's bank borrowings. Taking into account the Company's own retained distillery production it is considered that the Company, the Directors are of the opinion that the Company and its subsidiaries have sufficient working capital for their current requirements.

**PROSPECTS, PROFITS AND DIVIDENDS**  
 Over the last few years the Company has been expanding its stocks of malt and grain whiskies maturing in the Company's and other distillery warehouses have been built up to a level to meet present demand and expected future sales development. These stocks stand in the books at cost which, so far as the Company's own retained distillery production is concerned, means production cost. The benefits of these stocks will accrue in the future years.

**ACCOUNTANTS' REPORT**  
 The following is a copy of a report of J. & R. Morison & Co., C.A., the Company's Auditors:

(a) The profit shown in column (a) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(b) The tax on profits shown in column (b) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

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1962	1,200,000	31,154	18,000	13,154
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1966	2,400,000	65,000	35,000	30,000
1967	2,700,000	72,000	38,000	34,000
1968	3,000,000	80,000	42,000	38,000
1969	3,300,000	88,000	46,000	42,000
1970	3,600,000	96,000	50,000	46,000
1971	3,900,000	104,000	54,000	50,000

(c) The tax on profits shown in column (c) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

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1971	3,900,000	104,000	54,000	50,000

(i) The tax on profits shown in column (i) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(j) The tax on profits shown in column (j) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(k) The tax on profits shown in column (k) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(l) The tax on profits shown in column (l) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(m) The tax on profits shown in column (m) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.

(n) The tax on profits shown in column (n) above are stated before providing for taxation but after charging all working expenses including depreciation, interest and directors' emoluments. The profits for the year ended 31st December, 1964 include the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1965 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1966 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1967 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1968 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1969 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1970 includes the profit on the sale of three distilleries for £1,000,000. The profit for the year ended 31st December, 1971 includes the profit on the sale of three distilleries for £1,000,000.



# Royal Insurance

## Estimated results

The estimated results for the nine months ended 30th September 1971, with comparative figures for the corresponding period in 1970 and for the full year 1970, are given below.

	9 months to 30.9.1971	9 months to 30.9.1970	Year 1970
General insurance: Premiums written	£m 335.7	£m 298.3	£m 405.4
Underwriting result: U.S.A.	-0.2	-6.1	-4.6
Elsewhere	5.3	1.9	3.2
Total	5.1	-4.2	-1.4
Long term insurance profits	0.9	0.9	1.5
Investment income	24.0	21.6	50.4
Total profit before tax	30.0	18.3	50.3

Note: Foreign currency converted at approximately the average rates ruling during the period.

	9 months to 30.9.1971	9 months to 30.9.1970	Year 1970
Operating ratio for U.S.A. are:			
Claims as % of earned premiums	69.8	72.5	70.7
Expenses as % of written premiums	29.2	30.3	50.4
Operating ratio	99.0	102.6	101.1

**Underwriting**  
The improvement in underwriting experience in the first nine months of 1971 over the corresponding period for 1970 was broadly based throughout the world.

**Long term insurance**  
New business written in the first nine months of the year with corresponding figures was:

	9 months to 30.9.1971	9 months to 30.9.1970	Year 1970
New sums assured	£m 503.9	£m 370.1	£m 507.5
New annuities per annum	6.3	4.6	6.3
New Life and Annuity premiums:			
Periodical	5.2	3.8	5.5
Single	12.0	5.4	6.6
Total	17.2	9.2	11.9

18th November, 1971.

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### WORLD ATLAS

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## Court Line buys West Indies airline

By JOHN PETTY

ANOTHER AIRLINE was bought yesterday by Court Line, whose expansionist policies under the irrepresible Mr John Young look like producing pre-tax profits of £4 million next year against £2 million last year and £500,000 the year before.

This time he purchased Leeward Islands Air Transport, which has five Hawker Siddeley 748 airliners and five Britten-Norman Islanders serving 24 places in the Caribbean for £600,000 down and another £1 million over 10 years. He will contribute another two 748s and a BAC 1-11 from the Luton-based Court Line fleet.

It ties in with Court's hotel-building in the Caribbean and also with plans to buy up to five Lockheed TriStar airliners for around £50 million.

"We intend to expand our leisure interests in the East Caribbean," Mr Young said yesterday. "The first BAC 1-11 will go out there next month to meet peak tourist traffic in the winter season. The whole tourist industry of the Caribbean can be transformed by the BAC 1-11 on L.I.A.T. routes."

The busiest time for Caribbean holidays coincides with the low-point of European holidays, so Court now hopes to iron out the peaks and troughs of seasonal flying. More hotels will follow development of a Court-controlled airline network in the Caribbean, said Mr Young.

Earlier this year Court bought a controlling interest in Transair Market Development Corporation, of the United States, to help to pour tourists into its Caribbean hotels. Other developments this year have included the takeover of Hillside Coaches, Luton, to act as a feeder to airliners, and of Autair Helicopters, South Africa, which has 16 aircraft servicing large oil tankers as they pass Cape Town.

The TriStars are to be bought because of a new five-year contract with Clarksons Holidays. But the major profits growth next year is expected from two new oil tankers chartered at high rates to Shell and B.P.

## CBI plans to aid small companies

By PETER WELHAM and PETER DUFFY

THE CONFEDERATION of British Industry is drawing up its own priority programme for aid to small companies. Mr Campbell Adamson, director general, said in Manchester last night.

Two working parties had been set up to assess the Bolton Committee's report on the problems and future of small companies and regional councils would be involved in the dialogue, said Mr Adamson.

He felt that the long era of neglect and ignorance about small concerns would now be checked and Government and industry had to work together to ensure that Bolton's "acceptable" recommendations were implemented.

In contrast to American and Common Market trends the small company sector in Britain had declined against the background of rising costs, weak markets and difficulties in raising finance.

The casualty rate had been alarmingly high and it was often overlooked that when big companies "sneezed" the small concerns which supplied them caught pneumonia.

## UK machine-tool investment lags

BRITAIN was on its way to committing "industrial suicide" through its low rate of capital investment, Mr Tom Burton, president of the Machine Tool Trades Association, said last night.

Machine-tool investment had consistently lagged behind competitors' levels and an immense and sustained effort would be needed to get anywhere near parity with Britain's prospective Common Market partners.

Mr Burton, vice-chairman of Cincinnati Milacron, Birmingham, addressing 1,500 guests at the association's annual dinner in London, was speaking against the background of the industry's worst post-war recession.

On current trends orders this year are expected to be worth only £70 million, about £40 million down on last year's levels.

## THE QUESTOR COLUMN

# Coats may be lured on acquisition trail again

By PETER WELHAM and PETER DUFFY

COATS PATONS' recovery is broadly in line with its forecast of "appreciably higher" profits this year. But it has been achieved largely by a better performance in the United States, so there are still several areas, notably the United Kingdom, which have still to come right.

Sales for the six months to end-June are 5.7 p.c. higher at £147.8 million, but Coats' interest gearing means that an 18 p.c. increase in trading profits is worth 28 p.c. at pre-tax level.

Reflecting the fact that all the improvement took place ahead of the tax charge is up from 47.6 p.c. to 48.1 p.c., but the gain at net attributable level is still as good as 25.6 p.c.

With a net £6 million and 10 months of the current year under its belt, Coats is forecasting £12.2 million for the year, which ought to be on safe ground, implying as it does no more than a repeat performance in the second half and some very modest interest savings.

Historically Coats' forecasts have tended to under-estimate both the rises and the falls in profits and this does not look like being an exception to the rule.

Taking the forecast at face value, Coats will produce net earnings of 4.5p for a prospective price/earnings ratio of 15.2, which does not look especially exciting, even if the historic average in the textile sector is 18.4.

The attraction of Coats is what a turnaround on the domestic side could produce. Out of total trading profits of perhaps £31 million this year probably only £4.5 million will stem from the United Kingdom—a poor return on £80-£90 million of capital employed. Apart from the improving trends in trading there are a number of loss-making areas to be eliminated. Additionally, interest charges should be quite substantially lower and with better United Kingdom profits a lower overall tax charge—all which could add up to quite a substantial earnings gain next year, perhaps 25 p.c. for a prospective price/earnings ratio of 12.5. Enough to nudge the shares onto a higher plateau.

But with such a small proportion of its profits earned in the United Kingdom Coats could have its problems under the proposed two-tier corporation tax. To offset these it could be necessary for it to embark on another round of acquisitions. If so, the knitwear companies would be a logical target providing a tied outlet for Coats' yarn production.

Additionally, the issue will raise £3.1 million for the company, which will be used to reduce bank borrowing. Adding back a notional £190,000 interest saving to pre-tax profits of £1.45 million gives a total of £1.64 million and on this basis

## European teasers

ENTRY into the Common Market will pose some problems for British investors, and if yesterday's institutional seminar arranged by broker Phillips and Drew marks the "official" inauguration of its research effort, European stocks provide a good starting point for the answers that will be expected.

P and D has largely escaped on the basic structure of Common Market investment—the problems lie in pricing potential buyers' validity of investment of European stocks, which provides a distinct advantage over accounts which are res (often rightly) as inadequate

The broad analysis is sensitive enough. On a cost basis price/earnings for British and European stocks show Continental stocks a distinct advantage over London, where a price/earnings ratio of 11.3 compares with 11.3 in many, 10 for France and 8.6 for the Netherlands. Belgian market stands at 8.6 and no-one dares attempt calculation for Italy.

Allowing that London be on a prospective earnings basis, 14, which would be in line with Germany and postulated 15 p.c. profits that still leaves plenty to go elsewhere.

In cash flow terms the balance down even more decisively in favour of European stocks of more conservative depreciation policies. Against a price/cash ratio of 9.4 for London at the Common Market exchange (Italy again excepted) can be a figure down in the 3-4 range.

If long-range arguments anything, the eradication of premium will see an increase in weight of London investment Continental markets—and Damm is probably right to lecture that the net flow of portfolio investment will not be London's favour.

But the point might be that the underlying attraction of investment in Europe nothing new—premium or not—the problem comes in understanding what the comparative care to disclose (something P and D can help to come) and in marketability which will be the real hurdle.

## A chaser from Arthur Bell

TO a market currently de-strating an insatiable thirst for new issues Morgan Grenfell is offering a "chaser"—2.5 million shares in Scotch whisky distiller Arthur Bell.

Bell's record is solid and spectacular. In 1970 it caught a cold when it mis-timed a price increase. The big bet on Distillers, delayed putting up prices for some months and increased its market shares. The fact that 50 p.c. of sales go abroad did not prevent tax profits falling from £1.25 million to £1.05 million.

However, the company now getting the benefit of higher prices, both at home and export markets, and a rising interest charge—the cost of financing a heavy build-up in whisky stocks—has now pulled out.

Additionally, the issue will raise £3.1 million for the company, which will be used to reduce bank borrowing. Adding back a notional £190,000 interest saving to pre-tax profits of £1.45 million gives a total of £1.64 million and on this basis

## Majestic results from Royal

ROYAL INSURANCE'S nine-month figures topped most expectations yesterday and put the

### AMERICAN COMMODITIES

COCOA: Steady, Dec. 50-55 (30-70), March 50-55 (20-57), May 51-51 (21-40), July 51-70 (21-30), Sept. 51-51 (21-30), Nov. 51-51 (21-30), Dec. 51-51 (21-30), March 52-52 (22-50), May 52-52 (22-50), July 52-52 (22-50), Sept. 52-52 (22-50), Nov. 52-52 (22-50), Dec. 52-52 (22-50).
CUPPER: Easy, Dec. 45-50 (45-55), March 45-50 (45-55), May 45-50 (45-55), July 45-50 (45-55), Sept. 45-50 (45-55), Nov. 45-50 (45-55), Dec. 45-50 (45-55), March 46-50 (46-50), May 46-50 (46-50), July 46-50 (46-50), Sept. 46-50 (46-50), Nov. 46-50 (46-50), Dec. 46-50 (46-50), March 47-75 (47-75), May 47-75 (47-75), July 47-75 (47-75), Sept. 47-75 (47-75), Nov. 47-75 (47-75), Dec. 47-75 (47-75).
SUGAR: No. 11, Steady, Spot 4-15, March 4-26 (1-4), May 4-11, July 4-9 (1-4), Sept. 4-9 (1-4), Nov. 4-9 (1-4), Dec. 4-9 (1-4), March 5-02 (3-0), May 5-02 (3-0), July 5-02 (3-0), Sept. 5-02 (3-0), Nov. 5-02 (3-0), Dec. 5-02 (3-0).
CHICAGO: Wheat, Easy, Dec. 180-181, March 183-183, May 183-183, July 183-183, Sept. 183-183, Nov. 183-183, Dec. 183-183, March 183-183, May 183-183, July 183-183, Sept. 183-183, Nov. 183-183, Dec. 183-183.
WINNIPEG: Steady, Dec. 104 1/2, May 104 1/2.

### FINANCIAL NOTICES

**Wm. CORY & SON LIMITED**  
NOTICE IS HEREBY GIVEN that the Register of Ordinary and Preference Shares will be closed from the 25th November, 1971, to the 9th December, 1971, both dates inclusive.  
BY ORDER OF THE BOARD  
A. F. R. CLOSE, Secretary.  
16th November, 1971.  
Cory Buildings, Fenchurch Street, London, EC3M 3AR.

**JOHN HARPER AND COMPANY LIMITED**  
NOTICE IS HEREBY GIVEN that the Register of Ordinary Shares of the Company will be closed from the 25th November, 1971, to the 9th December, 1971, both dates inclusive.  
BY ORDER OF THE BOARD  
D. W. M. STONE, Secretary.  
Albion Works, Widdenhall, Staffordshire.

## F. H. LLOYD HOLDINGS LIMITED

The Directors present the following Interim Report for the 26 weeks ended 2nd October 1971.

	26 weeks to 2nd Oct. 1971	26 weeks to 2nd Oct. 1970	26 weeks to 2nd Oct. 1969
External Sales	£16,107	£16,145	£16,145
Profit of the Group	787	1,194	2,180
Less: Interest Charges	155	111	294
Profit before Taxation	631	1,083	1,886
Taxation at 40% (42.4%)	252	435	629
Net Profit	379	648	1,257
Attributable to Minority Interests	12	28	46
Profit attributable to Shareholders of F. H. Lloyd Holdings Limited	£367	£622	£1,191

\*After Rolls-Royce debt provision £137,454.

The half-year results are disappointing when viewed in the light of expectations at the beginning of the year. We have shared in the fall in engineering industry since the early summer, but we have available business, which secure economical operation.

We regard the current temporary pause in the growth of the Group and we are well poised to take full advantage of the upturn in trade when it appears. Meantime we expect the profit in the second half of the year to be maintained at about the same level as in the first.

The Board have declared and will pay on 13th December an Ordinary Interim Dividend of 5 1/2% taking £264,722 (1970 5 1/2%).

## THE BERKELEY PROPERTY AND INVESTMENT COMPANY LIMITED

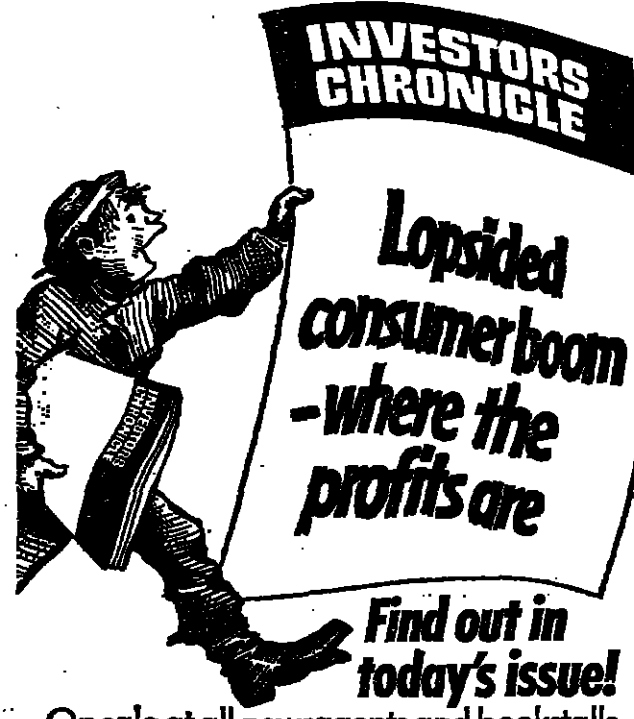
### Summary of Accounts

	1971	1970
Earnings	£1,461,000	£1,372,000
Interest Payable	309,000	320,000
PROFIT BEFORE TAX	1,152,000	1,052,000
Taxation	369,000	581,000
PROFIT AFTER TAX	783,000	671,000
Minorities share of net loss	4,000	10,000
NET PROFIT AVAILABLE	£787,000	£681,000

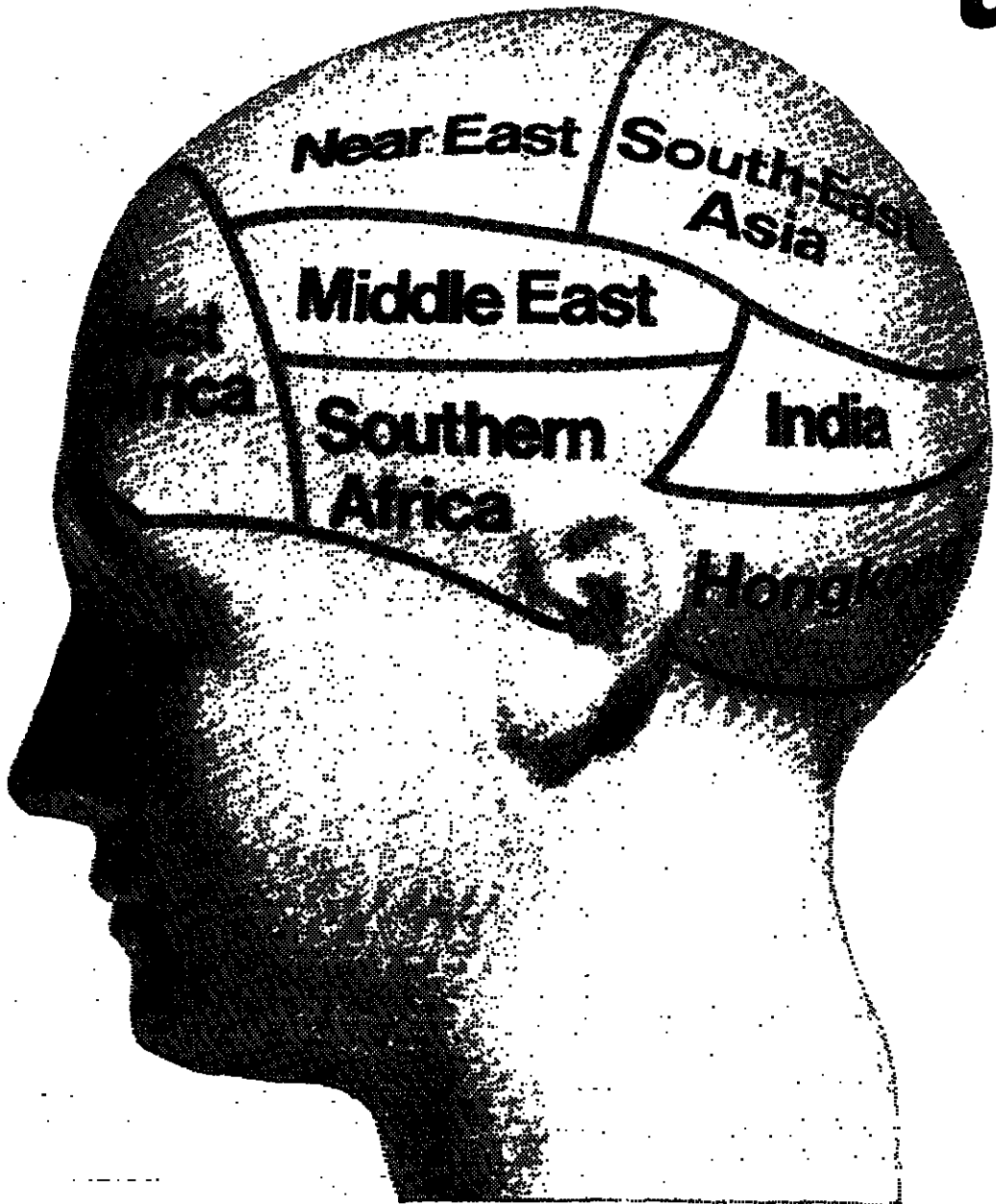
Dividend Recommended Final 10%, making 16% (1970 15%) for year ended 30th June, 1971.

Revaluation of Properties The valuation at 30th June, 1971, of properties in the United Kingdom and the Channel Islands was made by Jones, Lang, Wood & Partners. They also inspected the North American properties and associated them with valuations made by the President of the North American Companies.

These valuations have been incorporated in the accounts and the value of properties has, as a result, increased from £19,215 to £22,650,129, an increase of £3,370,935.



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The Chartered Bank, 38 Bishopsgate, London, EC2N 4AH

051 791 150  
 051 791 150  
 051 791 150



Merling holds firm on New York buying

Merling opened at 42.484 net some selling based on that Bank Rate would be When an unchanged Bank was announced sterling to 52.4836 where it held out of the day.

London gold price rose to 545.00 an ounce at opening fixing and a further 12 1/2 cents to 543.12 1/2 at the afternoon fixing.

Overnight money in the inter-bank market opened at 4 1/4 p.c. and touched 4 1/2 p.c. before returning to opening levels.

The discount market met some calling and paid 4 1/4 p.c. for funds initially. Rates held steady for most of the day and the moderate amount of help, buying Treasury bills direct from the market.

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UNIT TRUST PRICES

Table listing various unit trusts and their prices, including sections for M. & G. GROUP, ABNEY LIFE ASSURANCE CO., ALLIED INVESTORS TRUST, and others.

SITUATIONS VACANT

Continued from Page 11, Col. 2

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### Managing Director or Trade

A substantial group of companies operating in the field of retail vehicle distributions and transport generally is seeking a Regional Managing Director for its operations around Stoke. Turnover in this area exceeds £5 million and profits are very satisfactory. The appointment carries full responsibility for the profitable running of all activities and for planning and implementing programmes of further expansion. Candidates aged 30-50 should be educated to A level standard and have at least three years' general management experience with profit responsibility within the retail motor trade. They should also be accustomed to working to both capital and revenue budgets. Total initial earnings should be around £25,000 of which not less than £5,000 will be basic salary. A car and pension scheme are provided. (Ref: GM34/4344/DT)

### Managing Director Merchandising

A company of builders' merchants, which is now part of a larger group, produces a turnover of £4m. through its four branches. Operations are currently profitable but the record has been poor and a Managing Director is required to increase profitability by means of improved planning, administration and cost control. He will ensure further growth through a promising new venture and the establishment of an additional branch. Candidates aged not less than 35 should be profit responsible managers with several years' experience of retail or wholesale merchandising involving a range of several thousand products. Ideally they would come from a national retailing chain. Starting salary will be negotiated up to £5,500 plus car and customary fringe benefits. Location is in a pleasant part of South Wales. (Ref: GM34/4349/DT)

### Market Research Pharmaceuticals

An international group—with a multi-million turnover—requires a Market Research Manager. The department operates independently as a profit centre and the man appointed will lead a young, enthusiastic team in commissioning industrial and consumer based surveys for the group and for external clients. Current expansion plans for this service will result in increased responsibility. Candidates, aged 25-35, will be graduates and familiar with modern research techniques in an agency or large industrial department. Experience of pharmaceutical or related market research is desirable, and fluency in a European language an advantage. Starting salary up to £3,750. (Ref: SM38/4346/DT)

### Industrial Marketing £4,000—£5,000

A private company with a turnover in excess of £1 million and a significant share in a growth market wishes to appoint a manager to initiate a marketing policy and develop the sales organisation. Candidates should have a technical bias and be used to dealing with large accounts in the engineering, plastics, rubber or paint industries. They must be experienced in controlling a successful sales force and have been involved in product pricing and development, market research and sales forecasting. The preferred age range is 35-45. Starting salary will be above £4,000, plus profit related bonus, a company car and a non-contributory pension scheme. Location: Northern England. (Ref: SM33/3237/DT)

### Marketing Manager £4,000 +

A very successful multi-million pound turnover international company is reorganising to meet the needs of rapidly increasing sales to a variety of industrial and consumer markets. This is an excellent opportunity for a talented marketing executive to join a division of this company offering unusual scope for early promotion into general management. He will be expected to prove himself initially as Marketing Manager responsible for developing existing markets in the consumer goods industry and for the determination of profitable marketing areas for new products. Candidates must be able to point to a successful record of marketing with experience in the plastic packaging industry being a useful attribute. It is unlikely that the man appointed will be aged much above 35 or that his present earnings will be appreciably less than £4,000. The starting salary is freely negotiable and the post carries excellent fringe benefits and a company car. The location is in the west of London. (Ref: SM37/4347/DT)

### O & M Specialist Kuwait

The company, which is one of the largest private trading firms in the Middle East, has a turnover of \$30 million, some 1,400 employees, and a diverse range of activities. The company holds the franchise for a number of vehicle manufacturers and other consumer durables. An O & M specialist is required, who will be involved in the full range of O & M activities, both independently and as part of a team. Candidates, preferably 25-30, should have at least three years' experience in Work Study and/or O & M, and be able to develop and implement new ideas and procedures. Membership of the IWSF would be an advantage. The starting salary will be £2,500 tax free, accommodation will be provided, five weeks' annual leave and up to three free return air tickets to the UK for the employee and his family each year. The contract is for one year, renewable annually. (Ref: MV41/4350/DT)

## PA ADVERTISING

2 Albert Gate  
Knightsbridge  
London SW1X 7JU  
Tel: 01-235 6060

6 Highfield Road  
Birmingham B15 3DJ  
Tel: 021-454 5791

St. James's House  
Charlotte Street  
Manchester M1 4DZ  
Tel: 061-237 4531

14 Manor Place  
Edinburgh EH3 7DD  
Tel: 031-225 4481

Replies, initial interviews are conducted by our clients unless otherwise stated. Please send comprehensive career details to the PA Advertising office indicated, quoting the reference number on the envelope. Replies, which should not refer to previous correspondence with PA, will be forwarded direct, unopened and in confidence to the client unless addressed to our Security Manager listing companies to which they may not be sent.

### Sales/Marketing Executive £6,000

#### SALES AND MARKETING

A top flight salesman is required by an Organisation concerned with the improvement of efficiency and profitability in commerce and industry. The Company is already pre-eminent in its field, and now requires a high calibre man to promote the use of both practical facilities and consultancy services during a further period of expansion. A first class marketing background must be combined with personal qualities necessary to negotiate contracts at the highest level. Applicants must provide evidence of successful sales experience, preferably in consultancy or similar fields. The requirements are exacting, but the rewards for satisfactory performance will be high, and will include excellent fringe benefits. Total compensation, including a bonus element, could exceed £6,000 per annum. Initial applications should contain only a brief summary of qualifications and experience. (London Office: Ref. 1/H280/DT Executive)

### Sales Manager Industrial Tyres

An international tyre manufacturing organisation is seeking a Sales Manager to take charge of the marketing of their industrial solid tyre range. Reporting to the Product Manager—Industrial Products, his responsibilities will cover the development, maintenance and improvements of the competitive position of the industrial solid tyre range, the levels of sales volume and profit margins. Special emphasis being placed on the control of stock levels, customer service, export sales and the reorganisation of the distribution network. Formal qualifications in either sales or marketing are desirable, coupled with a thorough technical appreciation of solid tyre application. The post will also call for well developed administrative ability and first hand knowledge of the mechanical handling industry. It is unlikely that anyone under the age of 30 will be sufficiently experienced to meet the requirements. The terms and conditions of employment are attractive and reflect the importance attached to the appointment. Please reply, giving brief details of age, qualifications and experience, together with present salary. (London Office: Ref. 2/U4183/DT Industrial)

### Advertisement Manager Stockport Advertiser Group

The privately owned Stockport Advertiser Group, wants an Advertisement Manager, capable of fulfilling the development potential which is known to exist within the Company and its circulation area. We want an all-rounder in his thirties, a man equally strong in classified and ROP sales, and preferably with a special understanding of tele-advertising. Responsible to the Managing Director, he should be a "ready-made", who will earn £3,000 p.a. plus commission and be provided with a company car. Applications requesting further details and a Personal History Form to: Grant Millard, Managing Director, Stockport Advertiser Group, High Street, Stockport, Cheshire.

### Depot Managers and Salesmen

Our expansion plans call for a number of Managers and Salesmen to operate and work from depots located throughout the country. As the U.K. network of a major international company, we can offer not only competitive salaries, attainable bonuses, and sound benefits, but also real opportunities for personal advancement within a professional marketing organisation. We sell tyres and related products, both to the public and to the trade. Backed by specialist marketing and merchandising guidance, our Managers are responsible for all depot activities from sales turnover, staff development, stock control to overall profitability. Salesmen, free of depot responsibilities, operate sole areas, improve existing accounts and obtain and develop new business. A car is provided to all Salesmen and to most Depot Managers. We invite applications which can show a proven record of achievement in either or both of these fields and are particularly interested in hearing from those who have a sound knowledge of either the tyre industry or the motor trade. If you consider your background and aspirations match our requirements and you wish to make a career in a growth industry, please write to us fully. Naturally, all replies will be treated as confidential. Interviews will be held in major cities. (London Office: Ref. 3/N5108/DT Tyres)

#### ENGINEERING

A rapidly expanding company with a high growth record for mass production of consumer goods is diversifying into an audio-visual range of products. To cope with this planned development two appointments must be made, both reporting to the Research Director.

### Marketing Manager £3,500

To control all aspects of product marketing through market research and industrial design to sales planning and major account negotiation. Candidates, aged 28-35, should have experience of modern marketing techniques and be qualified engineers with five years' knowledge of electronics in the audio industry. (London Office: Ref. 4/U4180/DT Manager)

### Project Manager £2,500

To build up an effective research and development team for the design, development and prototype construction resources. Candidates, aged 26-32, must be technically qualified to HND and have high volume production experience where cost and time are vital. (London Office: Ref. 5/U4182/DT Project)

### Structural Design Engineer Up to £3,250

A leading firm of London-based Consulting Engineers with a growing international practice requires structural steelwork designers. Candidates, aged between 28 and 35, will be professionally qualified, preferably Chartered Engineers. They must have a minimum of 5 years' post graduate experience in the design and detailing of substantial steel structures including box girder and other types of steel bridges, heavy building frames, and jetties. The appointments, involving close liaison with clients, are permanent and there are good promotional prospects. (London Office: Ref. 6/U4181/DT Structural)

#### PRODUCTION

A medium sized engineering company in South-West England is looking for a man with a proven record of success in supervising production, machining, assembly and other operations and he will control a labour force of approximately 150. Experience in a flow-line environment is important, as well as a positive approach to control and cost reduction. This is a progressive career appointment. A starting salary of £2,250 p.a. will be negotiated, together with pension and life assurance benefits, and assistance with relocation expenses. Pleasant semi-rural location, with easy access to city and country. (London Office: Ref. 7/N5107/DT Production)

### Building Director

#### BUILDING

A leading company of specialist sub-contractors, having successfully developed its own building system, now has a "tiger by the tail" with rapidly expanding sales. Current turnover of the division is £1.5m. This growth has created the need to make a senior appointment, reporting to the Managing Director, for its total building work. The new man, located in the North Midlands, will direct the full range of activities from specification through to completion with the specific responsibility of ensuring the commercial viability of all building contracts. Applicants should be professionally qualified, aged under 45. Experience should include line responsibility for the handling of building contracts up to £1m in both the commercial and industrial sector plus an awareness that things get done through people. Salary is negotiable above £4,000, plus profit sharing, car and excellent fringe benefits. (London Office: Ref. 8/C2357/DT Building)

### Industrial Relations Manager £3,500 +

#### PERSONNEL

A Personnel specialist who has had at least three years' industrial relations experience in a major manufacturing field is required for this challenging appointment. A knowledge of work study and incentive schemes would be valued. The preferred age range is 30 to 40. He will be responsible for the full range of labour relations work, including negotiation up to and at works conference level, in a several thousand strong manufacturing division. He will also advise management on methods of improving the utilisation of labour. The Company is a £multi-million engineering organisation and future progression could lead to a group personnel appointment. Conditions of service are in line with the best large company practice and the location is in the Midlands. (London Office: Ref. 9/K729/DT Relations)

### Qualified Accountant c. £3,000 + car

#### FINANCE & ACCOUNTANCY

We are an established and progressive medium-sized, private building contracting company in Oxford, specialising in restoration and other high quality work and wish to appoint a highly competent qualified Accountant, preferably Chartered, as Company Secretary/Office Manager. His responsibilities will include all internal accounting activities, staff supervision and other associated general and varied duties. Applicants, aged 30-45, should be able to act on their own initiative and ideally have some experience of the building or allied industry. The man appointed will have the personality and ambition to enable him to become a full participant in our young management team and to be involved in the development and future management of the Company. Salary will be in the region of £3,000 per annum, with the additional benefits of a company car, non-contributory pension etc. Prospects could include a directorship for the right man. Please apply, giving full details of education and career to date to: Malcolm Axtell, Director, Symm & Co. Ltd., Dansey Mead, Oxford.

### European Finance c. £3,000

Air Products is a major producer of industrial gases and chemical plants, designing, engineering and constructing complete industrial gas production plants for the major industries of the world. The British company within this international group is a holder of the Queen's Award to Industry for its export performance. A Credit Insurance Officer is sought to be responsible for the negotiation of ECGD export insurance and financial support facilities. He will be a member of the European Treasurer's Department and will participate in the financial planning of the company's rapidly expanding European operation. The post will involve close liaison with the company's sales department during the negotiation of export contracts and with the engineering department in the estimation of the credit worthiness of specific projects. There will be excellent opportunities for promotion within the Air Products Group. The successful candidate is likely to be a qualified accountant with detailed experience of the documentation and negotiation of ECGD insurance and associated credit facilities. The salary envisaged for the position is around £3,000. The company operates a contributory pension scheme, free life assurance and relocation assistance is available, if necessary. The post is based at New Malden. Please send details of education, qualifications and experience to: L. J. Trott, Personnel Administration Manager, Air Products Limited, Coombe House, St. George's Square, New Malden, Surrey.

### West Country

#### MANAGEMENT SERVICES

Our client is a vigorous young engineering company, one of the leaders in its field, with a steadily expanding market for its products both in the U.K. and overseas. In line with the company's expansionist policies to meet this increasing demand, the newly established industrial engineering section is being strengthened by the appointment of the following staff—

### Head of Engineering Services c. £2,750

This is a key post reporting to the Chief Industrial Engineer. He will control investigations into production methods and techniques, and will be expected to provide a wide range of design advice, covering processes, tooling and design for production. A knowledge of die casting and press tool work would be an advantage. His department will also offer a service in the evaluation of equipment, its installation and maintenance both for production and works services. The successful candidate will be professionally qualified, and will be looking for a progressive appointment where initiative and hard work are rewarded. (London Office: Ref. 10/N5105/DT Head)

### Work Study— Section Leader c. £2,200

There are also vacancies for one of two young Production Engineers to work in this Department, and applications are invited for these posts.

The Head of Work Study is looking for an additional Section Leader for a small project team. His specific areas of responsibilities will include incentive schemes, methods investigations, material handling and the design of new product layouts. The appointment will be attractive to engineers with H.N.C. or equivalent in the 28-35 age group. They will have had formal work study training and at least 3 years' experience in medium/small repetition production. (London Office: Ref. 11/N5106/DT Section)

The Company's location is a most attractive part of the West Country, well-served with an increasingly wide range of amenities. Conditions of employment are good, including the payment of relocation costs and future prospects, based on individual ability, are unusually bright.

### TOOL STEEL REPRESENTATIVES LONDON AREA

We invite applications from tool steel representatives to represent us in an area East and South of London, including Kent.

Applicants should be aged between 25/40 years, and must have had a marketing experience in this field in the London area.

Excellent salary offered together with sales bonus. New car. Superannuation scheme. Expenses and other fringe benefits. Positions need to be filled immediately.

Apply in confidence to:—  
The Personnel Manager,  
SCHOKKLER-BLECKMANN STEELS (G.B.) Ltd.  
Birmingham New Road, Tipton, Staffs.

### CAN YOU BREW UP A GOOD PROMOTION?

If so, we'll like to hear from you. Especially if you're keen, energetic, between 28 and 40, and know what goes into promoting a fast-expanding range of beers, wines and spirits. We're looking for a Group Advertising and Sales Promotion Manager.

In particular, you must know promoting from A-Z, but we expect constant, original ideas, too, of course, by a team of design, Public Relations and marketing specialists.

In return, we offer the chance to rise within a modern, progressive brewery with plenty of plans for the West Country. Some travel is involved, visiting the breweries territory in the South and West. Salary is by negotiation and the appointment is to be made by January. Unless you are already carrying £2000 a year, please do not apply. Write to R.N.A. Clarke  
DEVENISH WEYMOUTH BREWERY LTD  
London Recruitment Office, 27A South Square, London S.W.1.

### SALES AND MARKETING MANAGER

for a leading South Wales carton manufacturer. Current sales are over £1m. and this appointment is the key to a reorganisation to carry sales up to and beyond £2m. Reporting to the Marketing Director this senior executive post carries responsibility for the co-ordination of all sales and marketing activities and calls for a high level of administrative ability. In the preferred age bracket 30-40 the man we seek is unlikely to be earning less than £5,000 currently. Reference: F18/DT (J. M. Yeates).

All letters will be treated in strictest confidence and should be addressed to the consultants quoting the reference number.

**AIO** 6, ALBANY ROAD - CARDIFF

### A NEW OPPORTUNITY FOR THE NEW YEAR!

**DYLON**  
**THREE SALES REPRESENTATIVES**

NORTH LONDON/HERTS AREA  
N.W. LONDON/BUCKS AREA  
SOUTH YORKS/DERBYSHIRE

- Are you excited by a challenge?
- Are you certain you want a Sales position and opportunity for promotion with a well established and progressive International Company?
- Do you consider you have all the qualities that would meet the highest professional standards required to represent Brand leading products?

If you can say 'yes' to all 3 questions, please write in confidence to:—  
The Sales Manager (U.K.),  
DYLON INTERNATIONAL LIMITED,  
Sydenham, London, SE26 5ED.

### FLEXIBLE PACKAGING SALES

Due to expansion, our Flexible Packaging Division requires a man aged 28-38, who is fully experienced in selling printed polyethylene and coated papers in reel and converted form.

Experience with laminates and their application would be an advantage but is not essential.

The successful candidate will be a self-generator who will be expected to use his background knowledge of the trade to expand existing markets and create new ones. As he will be working on his own initiative with the minimum of supervision and without restrictions on territory, home removal may not be necessary. Salary negotiable according to experience. Company car. Contributory pension scheme. Opportunities for advancement not restricted to Flexible Packaging Division.

We are specialists in paper bags, cartons, paper, coating, polyethylenes and printing.

Applications to: The Secretary,  
**BIBBY & BARON LIMITED**  
P.O. Box 17, Bury, BL9 9FF, Lancs.

### GENERAL MANAGER

How would you like to run your own Plastic Company? The Export Packing Service Group—Britain's largest industrial packing organisation with divisions throughout the United Kingdom—operate a Plastic Company specialising in extruding and manufacturing a wide range of products in Polyurethane and Polystyrene fabrication.

The man we are looking for will be given total responsibility for the operation of this Company. He should have proven management ability and a sound knowledge of all plastic manufacturing processes. He will probably be in the age bracket 30-45 years and have had some sound marketing experience. A salary in the range of £2,500-£3,000 plus profit sharing, plus car will be given to the right man.

Please send brief details of career to date, experience and salary, to:  
Area Director,  
**EXPORT PACKING SERVICE LIMITED,**  
Staplehurst Road, Sittingbourne, Kent.

**EPS**

### THE BEST OF BOTH WORLDS COMPANY SECRETARY/ACCOUNTANT

c. £4,000  
Age 30-40 House available

A Chartered Accountant required as Company Secretary/Accountant at headquarters in unspoiled rural Berkshire of family business with substantial, widespread and varied interests. Taxation experience desirable. Excellent prospects for live and exercise skills of profession in pleasant surroundings.  
Good house available at favourable rental.  
Excellent prospects for an able man, who at present may be employed by a professional firm or in industry.  
Please write in confidence to T.B.19768, Daily Telegraph, E.C.4.

### GREETING CARD SALESMEN

required by substantial publishing group—recently diversified into greeting card market.  
Must have trade experience, fluent, energetic, assertive and ambitious to earn good money. Will be commensurate small fringe benefits.  
No time wastage with or phone for applications form. In strictest confidence, to:—  
FROUD & PARTNERS  
LTD  
25, Woodford Road,  
Watford WD17 2JY

### Sales Office Assistant

Experience in sales office procedures essential. Will be directly responsible to Sales Office Manager. Competitive salary plus progressive position. Letters please to:  
Mr. J. S. Bayliss, Sales Office Manager, Dynamics Nobel (U.K.) Limited, 29-31, Wrights Lane, Kensington, W8 5ER.

### MIXCONCRETE SALES REPRESENTATIVES

in the NUNEATON, LEEDS, SWINDON, NORTH WEST LONDON and BEDFORD areas

The person appointed will be responsible for selling and marketing MIXCONCRETE, an expanding Company's product in the area. Preference will be given to those with knowledge of the building industry, also careful consideration will be given to those applicants who possess selling ability.

WE OFFER an attractive commencing salary, company car, excellent pension and sickness benefit scheme. AGE LIMIT—22 to 36 years.

Letters of application, in confidence, to:  
The Group Personnel Officer,  
**MIXCONCRETE LIMITED,**  
Little Belling, Northampton.



### European Organization for Nuclear Research Organisation Européenne pour la Recherche Nucléaire

CERN is a modern research laboratory, situated near Geneva, which offers first-class social and financial conditions of employment, and the opportunity to work in an international atmosphere.

Vacancies exist for:

#### ENGINEER (Metallurgy):

Ref. SB-AC-609

Assignment: To give scientific assistance to technicians specialised in ultrasound machining and welding, high frequency brazing, cathodic pulverisation methods, electronic bombardment welding, etc.

Experience required:

Several years in the research or development of fabrication or treatment techniques of metals, ceramics and plastics. Good knowledge of French and English. A university degree is required.

#### MECHANICAL ENGINEER (Sub-contracting):

Ref. SB-AC-AE-364

Assignment: To participate in the sub-contracting activities of an "External Workshops" section. To carry out inquiries in order to develop the catalogue of European suppliers. To ensure contacts between users within the Organisation. To organise and follow-up the contracts, to ensure that time schedules and the quality of work are respected, etc.

Experienced required:

Several years as a Project Engineer in technically advanced industries involving varied large-scale assignments in precision mechanics and sheet metal working. Excellent knowledge of the European market. Good knowledge of French and English and, if possible, German. A university degree is required.

Please write for an application form to the address given below, quoting the appropriate reference.

#### Head of Personnel

**CERN**  
1211 Geneva 23, Switzerland

## Manufacturing Director

c. £7,000 p.a.

required by a leading supplier of precision components to the automotive industry. These products have an international reputation and an expanding sales demand.

The company's head office is in the South of England. It has 6000 employees in several factories and is part of a major group.

The manufacturing director will be required to plan for and achieve reduced costs, satisfied customers and increased output; and to maintain good industrial relations.

The ideal candidate is a tough, intelligent, qualified engineer in his 40's who has demonstrated high ability at a senior level in production management in a large enterprise.

Applicants' identity will not be revealed to our client without permission. Please quote reference 51/T.

**ORR & BOSS SELECTION LIMITED**  
30 CURZON STREET, LONDON, W1P 7AE  
TELEPHONE 01-493 2318

## Financial Management

### Regional Accountants

The Company is organised geographically and Regional Accountants are required in the North West, North East and South West of England. They will be responsible to their Regional Directors for all accounting and administration. This will include profit planning, budgetary control and the operation of several offices in an industry where the accounting service given is a vital aspect of the business.

These posts offer excellent prospects for career progression in a growth Company. The starting salaries will be attractive and within salary ranges designed to accommodate men of varying ages and levels of experience. There are normal benefits associated with large Companies, including pension scheme and, if necessary, assistance with relocation expenses.

Ref RA/3182/DT

### Management Accountants

Based at the Divisional Head Offices in Birmingham and London the two Divisional Accountants reporting to and will be responsible for a wide range of projects including the design and introduction of new systems and procedures.

Ref MA/3183/DT

**Urwick, Orr & Partners Limited** Personnel Selection Division  
2 Carlton St. London SW1H 0DE

### MIDDLE THAMES WATER BOARD

#### DEPUTY CHIEF ENGINEER

£3,477-£3,999

Candidates must be full members of the Institution of Civil and Water Engineers and have experience of all aspects of waterworks practice, especially the design and construction of new works.

The Board was formed in 1956, serves a population of 177,000 within an area of 19 square miles which includes the Boroughs of Windsor and Slough and the Urban and Rural Districts of Eton.

Further particulars and an application form from the Chief Engineer, 42/44 High St., Slough SL1 1EY. Closing date for applications 15th December, 1971.

### YOUNG COMPANY SOLICITOR

A leading firm of solicitors in the City require a solicitor with at least two years' qualified experience in Company Law and who is under 30. An excellent opportunity for a man with ability. Salary up to £4,800 per annum.

Write with full particulars of education and career to Y.C.18748, Daily Telegraph, E.C.4.

## Key Accounts Sales Manager

A Sales Manager who has experience of handling National Accounts within the Food Industry is required for a subsidiary company of J. Bibby & Sons Ltd.

The successful applicant will command a management position and salary and will have, as his primary objective, the development and servicing of new business in specified territories. He will be responsible for the motivation and performance of the Head Office Accounts Sales team and will deal direct with the Head Office/Chief Buyers of large national multiples, catering organisations and other key nationwide accounts. In close conjunction with the Company's Marketing Department, he will be expected to translate Marketing Policy into tangible selling achievements and he must be prepared to travel extensively throughout the U.K.

Write now or telephone for application form to—  
Mike Jones—  
Personnel Officer,  
J. BIBBY & SONS LIMITED,  
Richmond House,  
1 Rumford Place,  
Liverpool L3 9QQ,  
051-235 6671,  
extension 245



## SALESMEN

DO YOU WANT TO PROGRESS SWIFTLY?

Then consider Hygena Limited — the fastest growing firm in the Furniture Industry with a large expansion programme in hand. Recognised as a good Company in which to work, we are big enough to give you opportunity, and yet you will still obtain personal recognition.

Successful applicants aged 25/35 years, who can demonstrate a successful sales record, will join an enthusiastic and energetic sales group. The work will constitute a wide variety of projects — fraction will include: planned selling, merchandising, arranging local promotions and territory management.

Opportunities are available throughout the U.K. These are £1500/£2000 p.a. plus generous bonus in the region of £500, which will be supported by all the resources of a leading company and which offer rare scope for individual progress, since the rate of expansion is entirely related to the ability of the successful man.

Please write, quoting Ref. T42 to:

**The Sales Manager,  
HYGENA LIMITED,  
P.O. Box 18,  
Kirkby,  
Nr. Liverpool, L33 5H.**

## General Manager

A Group Subsidiary, Cheshire, manufacturing paper products primarily for packaging purposes, but also extending scope, has plans for considerable expansion and wishes to make the appointment. Responsibilities will include Production, Maintenance (Plant & Building), Production Control, Planning, Distribution, Personnel.

The principal requirement is for a man with substantial manufacturing experience, preferably in batch production.

Candidates should be aged between 30-45, preferably at least H.D. and Apprenticeship. Practical experience in the packaging industry would be an advantage. This is a challenging position and would require a man of outstanding ability to meet the job requirements.

An attractive starting salary will be paid, and candidates earning at least £2,500 per annum are invited to apply for the position, which will include company car, a Contributory Pension Scheme and re-allocation expenses if necessary.

Please write giving full details of age, education, qualifications, career to date and present salary, to Position No. ASS 2589, Austin Knight Ltd., W1A 1JG. Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

## (AK) ADVERTISING

## PERSONNEL MANAGER

We are one of Britain's leading Groups specialising in the development of industrial and commercial premises in the United Kingdom and Overseas. The Group operates a comprehensive property development service, employing a large commercial and professional staff covering the complete range of property development, including management, design, sales, finance and construction.

The successful candidate will have complete responsibility for all operating Companies within the Group, including recruitment and recruiting the main Board. He must have the ability to advise and manage all senior appointments and the understanding of all employees up to senior executives. The successful candidate should have experience in a similar capacity in a large commercial organisation, preferably in some form of construction, and would preferably be qualified (F.I.C.).

This is an important appointment and the successful candidate should play a major part in the Company's future success and expansion. Salary will be negotiated according to ability and experience. The usual fringe benefits will be provided, including a non-contributory Pension Scheme, life assurance.

Applications, which will be treated in the strictest confidence, should be made to:  
The Managing Director, LYON GROUP LTD., Lyon Tower, Colliers Wood, London, S.W.19

**Lyon**



We are the subsidiary of which Corporation the well known L.R. manufacturing of high quality relays. Owing to promotion within the Company we need an outside

## SALES ENGINEER

to be based on our London office. He should be qualified to O.N.C. electrical standard and be aged 23-40. Experience of selling electronics industry an advantage.

We offer an attractive salary with company car and good prospects.

Please contact:  
Alan M. C. 7th,  
Leach Relays and Electronics (U.K.) Ltd.,  
394A, Upper Richmond Road West,  
London, SW14 7JG. Tel: 876 4328.

## LIPTON

the fork-lift people

## REPRESENTATIVE LONDON AREA

We require an experienced representative to hire and sell the Lipton range of Fork Lift Trucks. Preference will be given to knowledge of the Fork Lift Truck Industry. This is a responsible post and offers a good salary together with a car, pension and sickness benefits.

Please write, in strictest confidence, giving details of experience to Mr. L. LIPTON, D., Phoenix Works, Whitepost, London, E.9.

## JOHN MYERS & CO. LTD.

### MERCHANDISE MANAGER

We have been retained by John Myers & Co. Ltd., one of the leading Mail Order Companies to advise on the appointment of a Merchandise Manager as part of their programme of expansion and development.

This Senior Executive will be responsible directly to the Merchandise Director for the operation of the Merchandise Division consisting of a team of group buyers, buyers and stock controllers, to achieve agreed levels of turnover, stock levels and profitability. The progress of the successful applicant is unlimited and could eventually lead to a Board appointment.

It is essential to have held a top merchandise management appointment either in mail order or in a major retail organisation and consequently applicants must be capable of dealing with the whole range of merchandise, especially fashion, generally covered by a mail order catalogue.

The salary for this appointment is negotiable, but in the region of £5,000 plus per annum. There are excellent fringe benefits including a company car.

Nothing will be disclosed to our client without permission from candidates. Please write briefly, quoting Reference Number 5018 to—

**Ashley Associates Ltd**  
PETER HOUSE, MANCHESTER M1 5BB  
and at 46 St. James's Place, London S.W.1.

## MARKETING MANAGER

circa £3,500

required for an expanding company engaged in the manufacture of corrugated cases on a national scale, with headquarters located in the North West. The company is a member of an established British group serving industry.

Responsible to the Sales Director, the Marketing Manager will be involved with market research in depth to meet the challenge of new methods of product merchandising.

The ideal candidate, who will be earning not less than £3,000, will have held a similar post and have a proven record in the industrial sales field. Preferred age around 35. There are the usual fringe benefits, including a car.

Nothing will be disclosed to our clients until permission is given by candidates. Please write briefly, quoting Reference Number 4990 to—

**Ashley Associates Ltd**  
PETER HOUSE, MANCHESTER M1 5BB  
and at 46 St. James's Place, London S.W.1.

## MAINTENANCE ENGINEER

c. £3,000 p.a. negotiable, plus

The Cannon Rubber Manufacturers Ltd. wish to appoint a Maintenance Engineer for their 2 North London Works. Applicants, probably 30-45, must be qualified mechanical engineers who have had responsibility for maintenance services in manufacturing units. Experience with boilers, hydraulics, pneumatics, pumps and middleweight machinery will all be essential; electrical and toolroom services are separately managed and are also headed to the Works Director. The company enjoys an enviable reputation not only for its products, but also for its plant and manufacturing methods. The work will therefore be interesting and the prospects and conditions rewarding; a car is provided. Nothing will be disclosed to our client until permission is given by candidates. Please write briefly quoting Reference No. 5012 to—

**Ashley Associates Ltd**  
46 ST. JAMES'S PLACE, LONDON SW1  
and at Peter House, Manchester M1 5BB

## GENERAL MANAGER

Corrugated Cases

Lip Pac Containers require a General Manager for their factory at Louth, Lincs. Will be capable of accepting responsibility for sales/production functions of a decentralised company operating on three shifts.

Preferred age 35/40. Car provided and Company pension scheme.

Salary by arrangement.

Reply to:  
Managing Director,  
LIN PAC CONTAINERS LIMITED,  
Louth, Lincs.

## Senior Sales Representative

Clarke Chapman-John Thompson Ltd., Horseley Piggott Division, has an opportunity for an ambitious, tenacious high calibre man to join their London Office team.

He will be required to sell and negotiate mainly with the petro-chemical contractors for pressure vessels, plate work and general fabrications.

An engineering background is preferable, ideally aged between 25 and 40 years, and of smart appearance. A company car will be provided and the company operates a good pension scheme.

Please apply in writing to:—  
M. A. Pearlman, Divisional Sales Manager

**Clarke Chapman-John Thompson Ltd**  
Horseley Piggott Division, Tavistock House,  
Woburn Walk, Tavistock Square, London WC1H 9HU.



## FIRE APPLIANCE EXECUTIVE

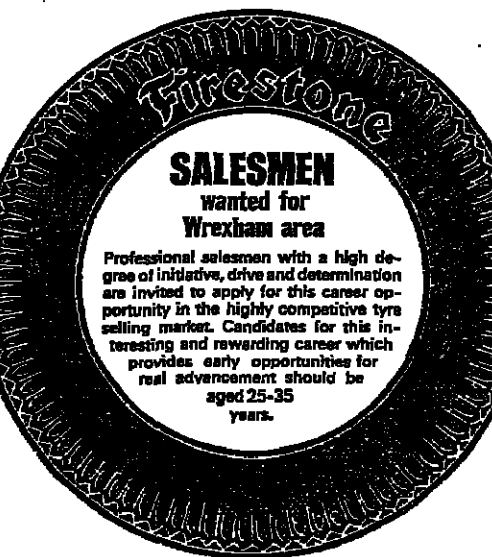
required by JENNINGS—BODY DIVISION OF E.R.F. LTD. (Member of the E.R.F. Group of Companies) applications are invited for the position of "Fire Appliance Executive."

This is a newly created position offering considerable potential to the right man. He must be fully experienced in this particular field, capable of dealing with his authorities at all levels and extending a market for complete Fire Appliances on a variety of chassis.

His responsibilities will embrace sales, preparation of estimates and technical service to the client.

Apply in writing to The Personnel Manager, E.R.F. Group of Companies, Sun Works, Sandbach, Cheshire CW11 9DN.

All applications will be treated with the strictest confidence.



## SALESMEN wanted for Wrexham area

Professional salesman with a high degree of initiative, drive and determination are invited to apply for this career opportunity in the highly competitive tyre selling market. Candidates for this interesting and rewarding career which provides early opportunities for real advancement should be aged 25-35 years.

Write with brief details to Mr. G. Keohane, Firestone Tyre & Rubber Co. Ltd., Pantrefelin, Wrexham.

## INDUSTRIAL ENGINEER CRAWLEY, SUSSEX

MALLOY BATTERIES LTD., manufacturers of mercury and manganese alkaline batteries, require an industrial engineer, aged 25-40, to join a small but vital work and systems study team.

Working largely on his own initiative, the successful candidate's duties will include the installation of work study standards on the factory floor, and varied projects concerned with method study, and factory layouts.

Necessary qualifications are an H.N.C. (Mech. Eng.) plus some work study training, and a minimum of three years' experience in industrial engineering or work study in an electrical or mechanical engineering environment. If you wish to be considered for this position please write or phone with full details to:

The Personnel Manager,  
MALLOY BATTERIES LIMITED,  
Gatwick Road, Crawley, Sussex.  
Telephone Crawley 26041.  
Salary to be negotiated.

## ASSISTANT TRAINING DEVELOPMENT ADVISER (MANAGEMENT)

which presents an opportunity to make a distinctive contribution in helping our industries to improve their management performance.

Salary range £1,500-£2,385.

Further information and an application form can be obtained from:  
The Chief of Training,  
Knitting Laces and Net Industry Training Board,  
4, Hamilton Road,  
Nottingham NG5 1AU.

## ASSISTANT CHIEF ACCOUNTANT

Fram Gerrard Limited, a member of the Fram Group operating in the construction industry with an annual turnover exceeding £20m., wishes to recruit an Assistant to the Chief Accountant.

A qualified Accountant (A.C.A. or A.C.W.A.) in the 26/30 age group is required. A minimum of 2 years' industrial experience ideally within the construction industry is essential. The Division has an IBM Computer and some experience of data processing would be an advantage.

The successful applicant will be responsible to the Chief Accountant for the preparation of quarterly and year-end financial accounts and will assist and deputise for him in other matters when required. Salary will be in the range £2,400-£3,000. There are excellent prospects for advancement.

Applications should be made to:  
The Personnel Manager,  
FRAM GERRARD LIMITED,  
Swinton, Manchester.

## Senior Representative West Country

Our client, a well-known quality car components and accessory manufacturer requires a Senior Representative able to sell to and through the distribution network and negotiate at high level in this area.

He should be aged 25-40. A high basic salary and commission is offered together with generous car allowance and expenses. Non-contributory pension scheme and social club are included.

Replies to include curriculum vitae and telephone number should be sent to: D. K. Carrington.


**Leo Burnett Recruitment Advertising**  
48 St. Martin's Lane, London WC2N 4EJ.

Journal 150



**SALESMEN**  
YOU WANT TO PROGRESS SWIFTLY?

**Positions with the Director**



**salesmen**  
Manchester, Sheffield, Leeds, Burnley, Liverpool, Leicester, Birmingham, Newcastle-under-Lyme, Luton, London and London Postal Districts.  
I'm expanding fast in these areas - we need more salesmen. Can you sell business machines to the captains of industry? Work on your own initiative and thrive in a high-pressure atmosphere? You can, drop us a line and sell yourself to us. We'll pay you salary plus commission, car allowance, bonus, three weeks paid holiday per annum, and you'll have the opportunity for management. Interviews will be held in London, Manchester or Birmingham.

**Write in the first instance to:**  
**VICTOR**  
Business Machines Ltd.  
8 Liverpool St, London EC2M 7NS Tel: 01-673 5689/5680

**FINANCE MANAGEMENT**

We require a man, aged 30-40, to control the operation of the Banking and Finance Department at our head office at Hayes Park, Middlesex.


His responsibilities will include short term cash management and longer term financial forecasting and planning. He must have a thoroughly sound commercial background and possess a recognised accountancy, or possibly banking, qualification. The work will call for familiarity with the operation of various types of financial institutions, including foreign exchange markets and a knowledge of banking practice would be an added advantage.

A great deal of personal contactwork is involved and candidates must, therefore, possess the ability to maintain good relationships, both internally within the Group and in their external negotiations.

Conditions of employment are those of a large progressive company and a position in relocation can be given if necessary.

Please write, giving brief career resume and quoting current salary to:

Manager - Personnel Services,  
H.J. Heinz Company Limited,  
Hayes Park, Hayes,  
Middlesex.



**ACCOUNTANT FOR MANAGEMENT IN AUSTRIA**

**PERSONNEL MANAGEMENT**

**COMPANY:** A newly acquired, rapidly expanding firm of major international firms engaged in the production of automotive components.

**LOCATION:** Based in Vienna with a limited amount of other branches in Austria.

**REQUIREMENTS:** A qualified (A.C.A., A.C.C.A. or I.A.) accountant aged up to 35, fluent in German, at least three years' post-qualification experience, preferably including line management. He should be able to demonstrate that, after an initial period of adjustment, he is capable of handling the financial and production and interpretation of financial information, has the ability to expand into the wider fields of management.

**ARISE:** For the right man the prospects are excellent, starting with a minimum salary of £5,500 - a bonus and a pension scheme. A relocation allowance will be paid to cover the cost of removal to Austria. Initially, there is an attractive non-contributory pension and life assurance scheme. Home leave will be paid at two-year intervals. The maximum stay in Austria three years but extension will be considered.

Applications, with brief statement of career to date should be addressed to Mr. A. D. Townsend, A.R. Auto Limited, P.O. Box 16, Legness Lane, Bradford, W.Y.

THE ASSOCIATED ENGINEERING GROUP

**Administration Manager**

The Decca Record Company Limited requires a manager, to be responsible to the Works Manager for administration and controlling Stores, Warehousing, Export packaging and transportation at their factory at NEW MALDEN, SURREY.

We seek an experienced administrator in the age range 35 to 45 years, trained in modern management techniques. He must be capable of establishing efficient systems for the effective control and movement of records, the effective utilization of manpower and the maintenance of good industrial relations.

Applications, giving brief details of career to date and present salary to:-

The Personnel Officer, The Decca Record Company Limited, Burlington House, Burlington Road, New Malden, Surrey.

**DECCA**

A vacancy exists for:

**SENIOR PRODUCTION ENGINEER**

Position offers interest and a challenge to a fully qualified Production Engineer in expanding programme of various projects connected with the production of line valves.

Successful applicant will be directly responsible to Chief Production Engineer.

Company offers free life assurance, a superannuation scheme and assistance will be given with housing and other expenses.

Please write, giving details of age and experience, to the Personnel Officer.

**Serck Audco Valves**  
NEWPORT, SHROPSHIRE TF10 7DW

**TECHNICAL AUTHORS**

The Digital Systems Division is involved in an ever increasing extent in all aspects of real time data processing systems - operational problems as well as the traditional field of hardware and software. To keep pace with these advances the documentation function is developing correspondingly, and a continuous support role is evolving, based on radically new concepts such as FIMS, which assists in the integration of project activities and the production of support documentation.

We are expanding our Technical Publications Department and are looking for a number of bright men and women who are interested in making a career in Support Documentation. In every case an academic qualification is essential - a degree or H.N.C., and although technical experience would be an advantage, the lack of it should not deter young people from applying. It is vital to have a flair for getting on with the design and programming teams and above all to have flexible attitudes of mind and readiness to take on responsibility. Preoccupation with a traditional technical publication point of view would be no asset in this job.

These are important jobs, and the starting salaries and future prospects are both excellent.

The Digital Systems Division is located at Bracknell, Berkshire, in pleasant countryside surroundings within easy reach of London.

The environment is conducive to good working and fringe benefits include Contributory Pension and Dependents Assurance Schemes, Canteen and recreational facilities are in operation.

Applications giving brief details and quoting reference D/163/Q in the first instance to:

W. Carswell Esq.,  
Personnel Officer,  
Ferranti Ltd.,  
Westway Road,  
Bracknell,  
Berks.  
Telephone: Bracknell 3232

**FERRANTI**

**Sales Trainees**

Our Confectionery Sales Force has a number of vacancies for trainee salesmen, with the drive and enthusiasm to sell our range of nationally known products such as Kit Kat, Quality Street, Polo Mints, Black Magic and Rolo.

A sales career with Rowntree Mackintosh starts with an initial six weeks' training programme, in which trainees start to acquire some of the basic skills and techniques necessary in today's competitive sales environment. They will spend about twelve to eighteen months gaining experience in merchandising and selling to enable them to take charge of their own territories.

The men we are looking for will be in their mid-twenties or early thirties, and their previous job history, whether in sales or not, will indicate that they have the energy and potential to become successful salesmen.

We offer a competitive salary related to effort and ability, a company car and appropriate business expenses.

If you are interested, possess a current driving licence and are prepared for some travel during your training, please write briefly for an application form, quoting reference D.451, to: D. H. Oldfield, Staff Office, Rowntree Mackintosh Ltd., York YO1 1XY.

**Rowntree Mackintosh**

**Tilbury**

**ASSISTANT MECHANICAL ENGINEER Tilbury (EARAT) Ltd.**

Applicants for the above pensionable post should be 25/30 years old with minimum qualification of H.N.D. in Mechanical Engineering or a B.Sc. degree in Mechanical Engineering. Initially the work would comprise assistance to the Development Engineer and the Plant Manager in the design, development and maintenance of the Company's Asphalt Manufacturing and Road Surfacing Plant and Transport.

Apply in writing stating age, experience, references and salary required to:

The Manager (Production Division) Tilbury (EARAT) Ltd., 66 Bracondale, Norwich, NOR 59B

**BRITISH URALITE LIMITED FEMALE PERSONNEL OFFICER**

We are expanding our personnel and training staff and urgently need an experienced Personnel Officer at our Ebbw Vale Works. The successful applicant will probably be aged 24-40 years of age and will mainly be responsible for general operations recruitment, welfare, personnel records and the supervision of medical treatment.

The successful applicant will ideally have personnel or nursing experience. Membership of the I.P.M. would be an advantage. The salary will be in the region of £100 per annum dependent on the age and experience of the applicant.

There will be four weeks holiday in 1972 and to addition one Monday off is normally granted every four working weeks. A superannuation scheme is in operation and membership of S.U.P.A. is available.

Applications to:

A. J. White,  
Personnel & Training Manager,  
BRITISH URALITE LIMITED,  
Higham, Rochester, Kent.

**LONDON BOROUGH OF ENFIELD CHIEF ASSISTANT (ARTS AND ENTERTAINMENTS DIVISION)**

Salary £2,871-£3,285

★ Receive a professionally qualified person with sound experience in the arts and entertainment field, professional and amateur. ★ Considerable administrative experience and a reputation for efficiency. ★ To recommend and implement a full annual programme of arts and entertainment functions and to maintain liaison with the Borough Arts Council, supervising the execution of these functions. ★ To act as the Principal Officer, Range 1. ★ To act as the Principal Officer, Range 2. ★ To act as the Principal Officer, Range 3. ★ To act as the Principal Officer, Range 4. ★ To act as the Principal Officer, Range 5. ★ To act as the Principal Officer, Range 6. ★ To act as the Principal Officer, Range 7. ★ To act as the Principal Officer, Range 8. ★ To act as the Principal Officer, Range 9. ★ To act as the Principal Officer, Range 10.

Contact: G. P. Thornton, Secretary, Hyde Housing Association Ltd., 28, Leigate, Lee Green, S.E.12. 01-652 0662.

**SALESMEN**

A fast-expanding Company making packaging materials invites applications from men aged 25-35 for vacancies in London and the South. Knowledge of the trade is essential, but previous selling experience preferred.

Salary, expenses, company car, pension, etc. Replies giving details of current and past employment to:-

C. E. Garner,  
Dolan Corrugated Containers Limited,  
59, Kennington Road, London, S.E.11.

**SOUTH EASTERN ROAD CONSTRUCTION UNIT GROUP ENGINEER (BRIDGES)**

£3621 - \$4071/£4296\*

For the Surrey County Council Sub-Unit at Guildford. The Sub-Unit is currently engaged in the design and construction of 80 miles of motorway and trunk road involving numerous multi-level interchanges to be completed over the next 7 years.

The successful applicant will supervise two design teams totalling approx. 16 engineers and technicians, this being half of the Sub-Unit's bridge staff. He will be responsible for advance planning and appraisal of structure types, the preparation of drawings and documents to tender stage, and co-ordination with the site staff. Applicants should have a good knowledge of modern design techniques by computer and have design experience on all types of structure.

Generous relocation assistance in approved cases; assistance with house purchase may be available.

\*On reaching initial max. salary (£4,071) consideration will be given to progression by two further increments to £4,296.

Application form, quoting Post No. 209, from County Engineer, County Hall, Kingston upon Thames, KT1 2DR, returnable by 6th December.

**CAN YOU SELL GREENHOUSES?**

Milbrite Greenhouses, a subsidiary of the British Glass Company, wish to appoint a Salesman to sell their take a larger share of the fast expanding greenhouse market. The job is in the Midlands and requires a man with a proven track record in selling glass and related products. The Territory is London, East Angles, Essex, Kent, Surrey, Sussex, Hampshire, Devon, Cornwall, Dorset, Somerset, Gloucestershire, Wiltshire, Oxfordshire, Berkshire, Northamptonshire, Bedfordshire, Hertfordshire, Cambridgeshire, Lincolnshire, Leicestershire, Derbyshire, Staffordshire, Warwickshire, Cheshire, Lancashire, Yorkshire, North Yorkshire, Cumbria, West Yorkshire, East Yorkshire, North East, South East, South West, West Midlands, East Midlands, North West, South West, Wales, Northern Ireland, Channel Islands, Gibraltar, Overseas.

Apply in writing to: Milbrite Greenhouses, 10, Mill Lane, Boreham, Essex. Tel: 0206 251111.

**PACKAGING - EXPANDED POLYSTYRENE REPRESENTATIVE**

William Thyne (Plastics) Ltd., a member of the Mardon Packaging Group and a leader in the industry, requires a Representative, aged 28-40, for the Midlands.

This vacancy offers a chance for the right man to grow with this new industry in the fields of packaging and display, and gives ample opportunity for developing new applications for Expanded Polystyrene.

Applicants should have had previous experience in packaging.

Salary and conditions of service are attractive and in keeping with the Company's progressive reputation.

Applications, in detail, to:

Sales Director,  
WILLIAM THYNE (PLASTICS) LTD.,  
FENICURE, MIDLOTHIAN.

**HYDE HOUSING ASSOCIATION LIMITED require a SENIOR SURVEYOR**

(Salary range £2,500-£3,000 plus car allowance) and an ASSISTANT SURVEYOR (Salary range £1,800-£2,200 plus car allowance)

to take on the responsibility of an expanding purchasing programme. Experience particularly required in valuing, estimating, conversion and rehabilitation projects.

Contact: G. P. Thornton, Secretary, Hyde Housing Association Ltd., 28, Leigate, Lee Green, S.E.12. 01-652 0662.

**Technical Sales Representatives**

A modern, progressive, sales orientated group selling leading products in filtration, packings and jointing to marine and industrial users requires representatives in the London and Outer London areas.

Applicants, preferably under 35, should have experience in marine, mechanical or chemical engineering and hold a clean driving licence.

Details to:

Personnel Department,  
RELDAM ASBESTOS COMPANY LIMITED,  
Lascar Works,  
Rostmar, Middlesex.

**SURREY COUNTY COUNCIL**  
Highways and Bridges Department

Permanent staff required in the Improvement Division for an extensive programme of major highway improvement schemes which envisage a work load on design and pre-line studies of approximately £30m over the next 3-5 years. This programme has an anticipated expenditure of about £4m, p.a. and to sustain this the department makes extensive use of computer aids to design and adopts a forward looking management approach.

Post No. 184 **Senior Assistant Engineer**  
£2,871-£3,285 (5 Posts)  
Must be fully qualified engineers with good experience in design, preparation of contract documents and construction of highway and/or bridge improvement schemes. Experience with computers an advantage.

Post No. 189 **Assistant Engineer**  
£2,388-£3,180 (7 Posts)  
Recently qualified engineers or about to take final professional examination who have experience in design, preparation of contract documents and construction of highway and/or bridge improvement schemes.

Post No. 196 **Technical Assistant**  
£1,758-£2,304 (4 Posts)  
**Technical Assistant**  
£1,758-£2,037  
Should have experience in surveying and levelling, detailing and working up of improvement schemes and be neat draughtsmen.

Post No. 201 **Technical Assistant**  
£1,758-£2,304 (2 Posts)  
One post calls for good experience in structural detailing; the other is in the Quantity Surveying Section and requires good knowledge of the work.

Post No. 203 **Technical Assistant**  
£1,299-£1,758 (5 Posts)  
**Technical Assistant**  
£1,143-£1,500  
Applicants should be neat and expeditious draughtsmen, preferably with experience in assisting in preparation on improvement schemes.

Generous relocation assistance in approved cases; assistance with house purchase may be available.

Application form, quoting Post No. from County Engineer, County Hall, Kingston upon Thames, KT1 2DR, returnable by 6th December.

**PROJECTS ASSISTANT PROPERTY**

A Projects Assistant is required by the Property Department of United Dominions Trust Limited to assist in organising and progressing the development and maintenance of office premises throughout the U.K. Applicants should be aged 23 - 28 and be familiar with building surveys, plans, drawings, specifications, estimates, and have experience of progressing contractors' work. Part qualification for a relevant professional institute is desirable and further study will be encouraged. An attractive initial salary will be offered and there is a non-contributory pension and free life assurance. The job is located in the City but some travel throughout the U.K. will be required.

Write giving full details or telephone for an application form to Personnel Manager, United Dominions Trust Ltd., 51, Eastcheap, London, E.C.3. 623-3020, Ext. 344.

**UNITED DOMINIONS TRUST**

**Life Assurance (Claims Manager Designate)**

An opportunity to join the highly professional UK staff of a leading international life assurance company.

As Claims Manager, you will be fully responsible for permanent health and life assurance claims. You must have substantial experience in a life office, including involvement in claims work and knowledge of its legal aspects. A.C.I.I. desirable. Initially you will undertake the present Claims Manager's duties. There are further prospects for broader management responsibilities. Age 25-45. Starting salary up to £2,500, with good prospects of advancement. Excellent fringe benefits include free lunches, London - Central London.

Please write, indicating how you meet the above requirements and quoting ref. 1052KHDT, to:

Executive Selection Consultants,  
**Robert Lee & Partners**  
15, Abchurch Lane, London, E.C.4.

**ARCTIC Engineering SOUTHAMPTON, LONDON, BRISTOL require**

A Regional Engineering Manager for London and Home Counties, fully conversant with all aspects of installation and service of refrigeration and air conditioning plants up to 200 TR.

Negotiable salary plus usual allowances and Company Car provided. This position only applies to a person who readily accepts responsibility, has drive and uses own initiative, preferably resident in the Windsor/Slough area.

Apply in writing only to:

Service & Contracts Director,  
Arctic Engineering Ltd.,  
21, Montague Street,  
Portman Square,  
London, W.1.

**ELECTRICAL CONTRACTING DIVISIONAL MANAGER (and Director Designate)**

National Company of electrical and mechanical engineers, skilled in providing installation and maintenance services, wishes to diversify its activities into electrical contracting.

If you have the ability, experience and ambition to start, manage and expand a new enterprise, please write to EC15760, Daily Telegraph, E.C.4.

**Mike Wadsworth**

Born 29/1/44. Grammar School, 'O' Levels. Interests: cars, reading, tennis. Gained his first mate's certificate in the Merchant Navy. Disturbed by lack of prospects so joined Save and Prosper 3/3/69. Now with Glasgow branch earning over £6,000. He found out for himself what we mean by our slogan.

**SAVE AND PROSPER**  
The finest move a man can make.

To: Sales Personnel Department,  
Save and Prosper Group,  
4 Green St, London, EC2P 9EP.  
01-585 1717.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
DT1911

**Sheerness Steel Co. Ltd.**

This is a new British Company opening a modern steelmaking and rolling installation with a projected capacity of 400,000 tons per annum. The plant is now being built on the Isle of Sheppey in Kent.

The following appointments are vacant immediately:

**METALLURGICAL MANAGER**  
about £4,000 + car  
This post involves responsibility for Quality Control throughout the plant as well as management of finishing processes, product stocks and distribution. Candidates should be graduate metallurgists or equivalent and have experience of quality control in the steel industry. An aptitude for management is essential.

**MECHANICAL DESIGN ENGINEER**  
about £3,250  
Responsible to the Chief Engineer for the inception, design, installation and commissioning of new plant and equipment. Candidates should be graduates with at least five years experience of plant design in heavy industry, preferably steel-making. The work will be concerned with plant layout, machine design, materials handling and hydraulics, including responsibility for the design drawing office.

**ELECTRICAL ENGINEER**  
about £3,250  
Also responsible to the Chief Engineer. Candidates should be graduates with at least five years experience of power distribution systems in heavy industry including adjustable speed drives and feedback control systems. The Electrical Engineer will design and specify new equipment and be fully responsible for projects through commissioning.

**MECHANICAL MAINTENANCE SUPERINTENDENT**  
about £4,000 + car  
This post offers an excellent opportunity for an experienced maintenance manager to establish a plantwide service for routine and emergency maintenance. Candidates should preferably have a degree in mechanical engineering and experience of steelmaking; they may be in production or maintenance management at the moment.

Please send brief details of age, experience and qualifications to:

Miss D. Chatton,  
Sheerness Steel Co. Limited,  
Sheerness, Isle of Sheppey, Kent.

**Experienced Salesmen**

You could be even more successful with Marley

Because Marley is one of the fastest growing organisations in the U.K. today. The success of our products and expansion of our trade with Department Stores, Furnishers, Hardware and D.I.Y. outlets has meant promotion for some of our leading salesmen, so we now have exciting opportunities for retail salesmen to help us with the next phase of growth in this booming "home improvement" market.

It is important that you live close to the centre of your territory and we require salesmen in the following three areas:

**LANCASTER/PRESTON** - for Cumberland, Westmorland and North Lancs.  
**READING/High Wycombe** - for Berkshire, South Bucks and Oxfordshire.  
**CENTRAL/SUSSEX** - for East and West Sussex.  
You will probably be between 23-35 and at present selling to the retailers. We give you a good salary, an Escort Estate and other fringe benefits.

Phone Sevenoaks 55222 between 9 and 5 for an appointment or write with career details to:  
R. H. Jones, Marley Retail Ltd. P.O. Box 11, Sevenoaks, Kent.

**MARLEY**

**PC The Polytechnic of Central London**

**Mechanical Engineering Department**

**Research Fellow and Research Assistant**

The successful candidates will join the Medical Engineering Group at the P.C.L. which is working in collaboration with various other groups operating from teaching hospitals in the London area.

Applicants for the post of Research Fellow should have at least a good honours degree and research experience in a relevant field.

Applicants for the post of Research Assistant should have a good honours degree in engineering or physics and be prepared to register for a higher degree of the C.N.A.A.

Salary scale: Research Fellow £1,460 - £1,575  
Research Assistant £1,050 - £1,110

Application forms may be obtained from the Establishment Officer, The Polytechnic of Central London, 309 Regent Street, London, W1R 8AL or telephone 01-496 5811 Ext 6290 or 6297.

**SOUTHERN ELECTRICITY ACCOUNTANTS**

Southern Electricity wish to recruit six young men who have ambition to become qualified accountants and to make a career in the expanding Electricity Supply industry.

Initially they will assist internal Audit teams based at Southampton, Reading or Portsmouth, and will be offered commencing salaries within the range £285 to £1,647 per annum.

Applications on forms obtainable from the Secretary, Southern Electricity House, Littlewick Green, Maidenhead, SL1 2QB, and returned to him quoting S.3562 not later than December 7, 1971.

**GILMOUR & DEAN LIMITED PACKAGING REPRESENTATIVE**

A leading representative is required for the promotion of selling high quality products. The successful candidate will be an experienced salesperson with a proven track record in selling similar products. The position offers a competitive salary and excellent career prospects.

Applications to: Sales Manager, Gilmour & Dean Limited, 11, St. James's Place, London, W.1. Tel: 01-235 1234.

**Competent Secretary**  
Made or Female  
Good Typing Skills  
2-3 years' experience  
Write to: Personnel Dept., Gilmour & Dean, 11, St. James's Place, London, W.1.



# CHARTERED ACCOUNTANT

Newcastle upon Tyne £2,000-£3,500

A Chartered Accountant is required to take control and develop the financial aspects of this building company within the North British Properties Group. Ideally the candidate should be in the age range of 31/36 and have had at least 2 to 3 years commercial experience, preferably in the building industry.

Contributory and Pension Life Assurance Schemes are in operation after a qualifying period. Initially salary by negotiation according to experience but probably within the £2,000 to £2,500 per annum bracket.

Full details in strictest confidence to:

R. I. Stewart, F.C.A.  
Company Secretary  
John T. Bell & Sons Ltd.  
Dobson House  
Regent Centre  
Gosforth  
Newcastle upon Tyne NE3 8LT

## John T Bell

A SUBSIDIARY OF THE NORTH BRITISH PROPERTIES GROUP

### MINISTRY OF DEFENCE (ARMY DEPARTMENT)

Active and well qualified male teachers are required to fill lecturing vacancies at Junior Soldiers Establishments.

#### ASSISTANT LECTURER

As soon as possible. THE LIGHT INFANTRY DEPOT, THE LIGHT DIVISION, SHREWSBURY, Salop.

CALCULATIONS AND COMMUNICATION SKILLS WITH SOME LIBERAL STUDIES. Active participation in hobbies and outdoor activities desirable.

Junior Soldiers units are boarding establishments which cater for young men in the age range of the Upper School and lecturing staff are required to take full part in extra-mural activities. These posts are therefore particularly suitable for young teachers who have an interest in outdoor pursuits.

**SALARY** In accordance with current scales for Teachers in Establishments for Further Education (England and Wales).

**ALLOWANCES** Non-pensionable allowances are paid:

- (a) to staff performing an average of 15 hours duty a week outside normal working hours, £340 p.a.
- (b) For the slightly longer teaching year, Assistant Lecturers—£250 p.a.

**APPLICATIONS** By postcard for forms to: Service Children's Education Authority (SCEA), Institute of Army Education, Court Road, Eltham, London, SE9 5NR.

Completed forms, showing clearly the post for which application is made, returnable to the above address by 6th December, 1971. SCEA/1AE/15/71.

## DIRECTOR

London Research Station  
c. £6,000

The London Research Station at Fulham is one of four Research Establishments responsible to the Council's Director of Research. It provides Scientific and Analytical Services of all kinds to the industry, and is the centre for Mathematical and Computer modelling of a Scientific/Engineering nature. It is also responsible for work related to the treatment and purification of Natural Gas and the long range research involved in the application of new developments in science and technology to the problems of the industry.

Applications are invited from Chartered Engineers, who are also Mathematical or Science graduates, who have held a senior managerial appointment and have had experience in research. Experience in the Gas Industry would be an advantage.

An initial salary in the region of £6,000 p.a. is contemplated.

Applications, accompanied by a curriculum vitae, should be sent to arrive not later than 7th December, to the Director of Personnel, quoting reference number RD/LRS/880, The Gas Council, 69 Bryanston Street, London W1A 2AZ.

### GAS COUNCIL

## VILENE

Bondina Vilene Ltd., as a result of a progressive expansion programme, have the following JOBS OPPORTUNITIES IN 1972.

The Company: The leading manufacturer of non-woven fabrics in the U.K. and part of the world's largest group of manufacturers in this field.

These are important new appointments.

#### LONDON/SOUTHERN AREA SALES CONTROLLER

The selected candidate will be around 30/45 years of age and responsible to the Sales Manager for turnover and the control of personnel in this important area. He should have experience in a clothing trade service industry. Swift advancement opportunities exist.

#### STUDIO ADMINISTRATOR

A man probably over 40 years of age with clothing manufacturing and design experience, to control the operation of our modern, well-equipped technical studio.

#### SALES REPRESENTATIVE/EAST MIDLANDS AREA

We require a positive, self-motivated person, aged 25/30, with experience in selling, preferably to the clothing industry.

The salaries offered will be commensurate with experience and qualifications. Car provided for the two sales positions and a contributory pension scheme is in operation for all.

Please write briefly for application form to:

Mr. P. Casson,  
Bondina Vilene Ltd.,  
Grestland,  
Bilfinger,  
Yorkshire.

All applications will be treated in strictest confidence.

### Stora Steel require a FIRST CLASS SALESMAN

to extend and develop their sales policy in London and the Home Counties.

This important appointment will suit an ambitious man with selling experience in the steel industry, preferably with Stainless Steel, Sheet, Plate and Coil.

After an initial training period at Head Office, regular visits to our Works in Sweden will be essential to ensure adequate product knowledge.

The position concerned will be to maintain our current established accounts and to develop completely the remaining territory.

The product group is detailed above but we are increasing the selling range to include the new Stora product DOBEL plastic coated mild steel sheet and coil which has unlimited applications throughout U.K. industry.

Obviously for this initial appointment we require the man who is capable of establishing adequate sales control of this area and who can be given responsibility in a short time.

This is a special opportunity for the right man to start developing his secure future with an established company. He will be expected to control the representatives we shall need and the importance of the position can be measured by the following:

Salary will be commensurate with position concerned. Company car will be provided. Non-contributory pension scheme and life assurance.

Apply in writing giving a brief summary of past and present employment to: G. L. Hill, Manager, Stainless Steel Division, Stora Steel Ltd., P. O. Box 21, Stourbridge, Worcestershire DY8 5PR.

## STORA

### INVERESK RESEARCH INTERNATIONAL

wish to recruit a



## POLYMER SCIENTIST

to work on a variety of projects involving the development of products and processes related to polymeric materials. The required qualifications include an honours degree in chemistry, industrial experience in product development and formulation and/or some familiarity with polymer processing.

Inveresk Research International is a contract research laboratory situated in pleasant rural surroundings six miles from the centre of Edinburgh. It carries out research and development projects in a wide range of areas for industry and for Government bodies.

Applications should be made in writing to

The Personnel Officer,  
INVERESK RESEARCH INTERNATIONAL,  
MUSSELBURGH,  
Midlothian.

### H.M.S.O.—A Career in PRINT MANAGEMENT

H.M. Stationery Office has vacancies for Printing Officers, mainly in London and Norwich.

Initially the work involves a wide range of print buying or work on the technical staff of H.M. Stationery Office Printing Works and related technical development, costing and examination of contractors' accounts. For those with senior management potential there are opportunities for promotion to posts with salaries of over £3,400.

Many of Stationery Office Print Management posts are filled by applicants with no previous experience. Full allowance is made for this in the work situation; job and background training is given.

Candidates, aged at least 21, must have had five years' relevant experience—practical, executive or apprenticeship. This may include 2 years' full-time technical education.

Candidates must also hold one of certain qualifications in printing, of at least F1C or ONC level.

Selection will be by interview in London, probably December.

Starting salary from £1,177 at age 21 to £1,544 at age 27 or over on entry, rising to £1,799. There is an additional £175 in inner London or ESO Outer London at all stages.

Five-day week. Non-contributory pension.

Special consideration given to registered disabled candidates.

Full particulars and application form may be obtained from H.M. Stationery Office, E1B, Sovereign House, 51 George Street, Norwich, NR2 7GA.

Please quote 1 EX/71. Closing Date: 27th November, 1971.

### MARKETING PROJECT ENGINEER

Thorn Automation is a leading supplier of Industrial Electronic Control Equipment manufacturing a wide range of systems including variable speed drives and digital controls.

We need a Senior Engineer for our Non-Metal Industries Systems Marketing Division. The engineer appointed will be responsible for preparing tenders to meet customers' requirements and ensuring that equipment manufactured to a customer's order meets delivery, performance and profit targets.

Experience in one or more of the following areas is desirable: Digital Control Systems, Computer Control Systems, Variable Speed Drive Systems and Control Systems for the Paper, Food, Textiles and Plastics Industries.

A technical qualification is required to at least HNC level.

The Company is situated in pleasant rural surroundings with easy reach of several large towns. Where appropriate, generous relocation expenses will be provided.

Applications in writing, stating age, qualifications and experience, should be made to the:

Personnel Officer,  
THORN AUTOMATION LTD.,  
P.O. Box 4,  
Rugley,  
Staffs WS15 1DR  
(Quoting Reference DT/161)

Bournemouth c.£3,500

### ACCOUNTANT/ SECRETARY

A motor distributor group handling Chrysler and Ford cars, vans and trucks, with ancillary activities, car hire, tuning and accessory super-market, employing 250, wishes to appoint an accountant/secretary responsible to the Managing Director for all aspects of accounting, financial control and management information.

#### Basic requirements

- A qualified accountant, probably A.C.W.A., in the late 30's or early 40's, capable of training and controlling a staff of 20
- Good industrial accounting experience, some contact with computers, perhaps in the motor industry, and possessing proven business acumen.

Initial salary is negotiable around £3,500 with use of car, good pension and life insurance schemes, 22.5% and deferred assistance with relocation expenses.

Brief but comprehensive details of your career and salary to date, which will be treated in the strictest confidence, should be sent to: MD909, Executive Selection Division.

Cooper Brothers & Co. Limited,  
Management Consultants,  
Abacus House, Gutter Lane,  
London, E.C.2.

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Plus supplementary London weighting

A senior research officer is required to lead a small team carrying out transport studies in this section. The work will relate mainly to the evaluation of various development proposals for road and rail public transport in London. This research activity is closely geared to policy development and applicants should have some knowledge of public transport policy formulation issues as well as research capability. Experience in applying the results of a transportation study would be an advantage.

Candidates should have a basic qualification in engineering, operational research or planning with post graduate experience in transportation planning.

Application forms returnable by 3rd December, from the Joint Director, Department of Planning and Transportation (A/EO/514/C), County Hall, SE1 7PB.

GREATER LONDON COUNCIL  
Department of Planning and Transportation  
Transport Studies Division

### Management Quality Control and Potato Storage

Golden Wonder Limited, a member of the Imperial Tobacco Group, seeks a Manager to take responsibility for the operation of the Potato Storage & Quality Control functions at one of its major factories.

Whilst a knowledge of potato storage is desirable, a sound background and preferably within the food industry, coupled with experience in dealing with unionised labour, is essential.

Salary will be less than £2,500 and could be appreciably higher for a man with the right experience and qualifications.

Career prospects of employment are excellent and include assistance with re-location where appropriate.

Brief applications should be addressed to: Company Personnel Manager, Golden Wonder Limited, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

### SALES MANAGER

Due to promotion of present Divisional Sales Manager, leading manufacturer of resin impregnated fibreglass moulding materials requires immediate replacement.

Desirable qualifications are engineering background, knowledge of reinforced plastics and experience of selling to compression moulders, aircraft and automobile industries.

The man selected will be responsible for U.K. sales through a full specialist sales force, and for export sales through agents and distributors. Salary to be negotiated, together with bonus, will provide £3,000 to £3,500 per annum initially, and there are good growth prospects. A car is provided and the position qualifies for Pension and Life Assurance benefits.

Applications, stating age, education, experience and present earnings should be addressed to:

The Group Personnel Manager,  
Fothergill & Harvey Ltd.,  
Littleborough,  
Lancashire.

## Production Superintendents

Our tremendous growth in the cosmetics and toiletries market has been backed by the development of a sophisticated production area to produce our current range of over 450 products.

To maintain this growth we need experienced production men to join our existing team of superintendents. Each man, through his team of 30/40 girls will have complete responsibility for quality and output for his own groups of products.

The right man will be aged between 25 and 35, educated to H.N.C. level in business studies, engineering or associated subjects and have had at least two years production

and supervisory experience within a fast moving consumer goods industry. Salary and non-contributory benefits will be of the standard associated with a major International Company.

Please write, giving details of your previous career and education to:-

J. Lomas,  
Senior Personnel Officer,  
Avon Cosmetics Limited,  
Nunn Mills Road,  
Northampton.

or telephone for an application form to: Northampton (0504) 34722 Ex. 333.

### AVON

## Delanair Limited BARKING HEATER FACTORY

DELANAIR LIMITED

MOTOR INDUSTRY

SOUTH WALES

QUALITY CONTROL MANAGER

Applications are invited for the post of Quality Control Manager for the Ammanford Factory of Delanair Limited which manufactures as original equipment heating and air conditioner systems for the Motor Industry. The successful applicant must be a qualified engineer with sound practical experience in inspection and Quality Control procedure of any of the "big four" motor vehicle manufacturers. He will be responsible for monitoring quality of all the products and the efficient control of inspection functions. Duties will include liaison between design/buying/production and process planning, both at Ammanford and also at the Barking Factory in order that quality balance can be integrated throughout the complete process of design and manufacture. Salary will reflect the importance that the Company places on this appointment. Application should be addressed in the first instance to: Quality Control Manager, DELANAIR LIMITED, Heater Factory, Abbey Road, Barking, Essex.

## Recently Qualified Accountant

A vacancy has arisen for a recently qualified ACA, ACCA, or ACWA in the Group Financial Accounts at Head Office in London. The position offers an opportunity to gain a unique insight into the systems of accounting and the control of profitability and finance within a large international company. The appointment could include assignments for short periods overseas. Every opportunity will be given to enable the appointee to gain experience and develop his potential.

Candidates should be not more than 27 years old, and should preferably also have a university degree. The salary will be negotiable around £2,500 according to age, experience and qualifications. After appointment, salary and promotion will be linked to performance.

Applications should be addressed to:

Assistant Chief Accountant,  
Unilever Limited,  
Unilever House,  
Blackfriars, London  
EC4P 4BD.

## SECURITAS ALARM LIMITED SECURITY CONSULTANT (London Based)

A STEPPING-STONE TO SALES MANAGEMENT

Are you a mature and successful salesman? Do you want to achieve a management position? Are you dissatisfied with earnings under £2,750? Does team work and job satisfaction mean a great deal to you?



I BETTER THAN 'HAMMAD' CLAIMS MAILED MATHIS

HAMMAD ALI reduced the giant Buster Mathis to a quivering hulk at the Houston dome, as he scored a unanimous points victory on his come-back trail towards another weight title fight, reports Reuter.

He abandoned the dazzling footwork that made him a serious boxing master of the past and set about to down the 18st 4lb Mathis like a lumberjack felling a pine tree.

29, sent Mathis to the floor three times in the first round and twice in the second—but Mathis, despite the past as a quitter, fought with no heart, his muscled body upon each occasion to save him from the ignominy of being counted out.

Mathis is expected to defend his world heavyweight title against fellow-American Terry Daniels at the Rivergate Centre, New Orleans, on Jan. 15, reports Reuter.

Local promoter, Heard Bagas, has called a Press conference for next Monday when details of the fight are expected to be announced.

Emile Grapaneu, former president of the World Boxing Association and now chairman of the Louisiana State Athletic Association, said: "I know such a match is proposed, but our rules say there is no fight, because there is no contract. When a contract is submitted it will be considered."

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Mathis grimaces as Ali connects with a powerful right to the head at the Houston Astrodome.

SPORT IS ON THREE PAGES

Page Racing ..... 30 Show Jumping ... 30 Soccer ..... 31 Motor Cycling ..... 31 Lawn Tennis ..... 31 Real Tennis ..... 31

TURPIN FACES FRENCHMAN

Jackie Turpin, the Leamington welterweight, will meet El Frenchie, a Frenchman, on Sunday at Southend.

Turpin, whose record includes 11 successive wins inside the distance, is already lined up for a fight before this at Caerphilly on Wednesday, against Rocky Porter, who beat him two years ago.

BETS AT THE OVAL

Surrey County Cricket Club and Ladbroke have reached agreement for betting on the Oval during Surrey fixtures next season.

HOCKEY CLUB RECORDS

Table with columns for Club, W, D, L, F, A, Goals, and other statistics for various hockey clubs.

Warwicks move by Willis upsets Surrey

BOB WILLIS, who has played in five Test matches for England but is still without a county cap, has joined Warwickshire. Since his dispute with Surrey, his services have also been sought by Leicestershire.

Willis, 22, who is from Guildford, has accepted a three-year contract and hopes to play championship cricket next summer. To do so, a special registration has to be approved Surrey will oppose this.

Arthur McLaren, Surrey's team manager, said last night: "We offered Willis a contract which he has declined to accept. We did not want him to leave. He was one of 15 players we hoped to retain and his decision to go has upset the balance of our playing staff."

Willis went to Australia as a replacement for Alan Ward, the Derbyshire opening bowler, last winter when the latter was injured. Last summer in Surrey's behalf Willis was less successful than he would have liked.

Alan Smith, Warwickshire's captain and one of England's selectors who sent Willis to Australia, said: "We are delighted. We hope that he will be allowed to play for us next season and will not be required to wait a year."

Leicestershire, though not getting Willis, hope that Bob Cotnam, who is in dispute with Hampshire, may join them. Graham McKenzie, Leicestershire's hard-working Australian, said: "We are pleased to have four requirements met next summer."

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Stanley's Lions put Oxford to flight with 45 points

By JOHN REASON Oxford University ... 7pts Stanley's XV ... 45

STANLEY'S XV, scored such a breath-taking try at Oxford yesterday that it stripped away the months and gave an entranced crowd a glimpse of what they had done when playing as the British Lions in New Zealand.

It was early in the second half that they ran the ball from their own 25, and Alastair Biggar came in on the left wing and crashed through between the centres. David Duckham, John Spencer and Peter Dixon took the ball on, and John Williams, playing here as a flanker, set up a ruck.

Dixon and Hopkins worked the ball back, and went rat-rat-rat across the field to Gerald Davies on the right wing. He passed to John Dawes backing up on the inside, and the Lions' captain cruised round gently behind the Oxford posts to touch down.

Boomerang style Gordon Brown, of all people, took the conversion, and managed it successfully, even though the ball curved in the air most as much as Peter Dixon's boomerang in Waitangi.

That particular moment was not at all typical of the Lions' play because after a good start with a conversion and a penalty goal Bob Hiller had been having some uncharacteristic difficulties.

These were not confined to his goal-kicking, and they were such as to earn him a chorus of "full" in the second half. Still, he kicked another fine conversion at the end.

Stanley's XV converted only three tries even though they scored nine, and so they had to make do with three goals. After, Taunton had two goals, Oxford scored a try and a penalty goal.

Moments to savour There were many other moments to savour. Two brilliant thrusts through the centre by Gerald Davies, knifing in from the blind-side, winging a couple of lovely sidesteps by Durham; half a dozen superb switches and three tearaway sprints by Gerald Davies again, and this time going away from everybody out on his wing.

Dawes scored three tries and Duckham two, and that indefatigable enforcer John Williams picked up two tries himself by backing up first Biggar on the left and then Gerald Davies on the right.

John Dawes also scored a second try. He went straight in from the blind-side of the scrum, and his handling was aided by distribution at fly-half made by a wonder why on earth the Lions had never played him there in New Zealand. Even his kicking was respectable.

"Palpitations, indeed," he said to me indignantly afterwards. Stanley's scrumming was passive by the Lions' standards, but they won enough ball from Gordon Brown and Mervyn Davies at the back of the line-out to play as much football as they wanted. Oxford, of course, were out-

back row, Graham Lilley (Army posting), Colin Smith (off to Scotland) and Colin Duncan (business press). Business reasons also forced Jim Galley to hand over the captaincy to Jim Brock, the Dorset and Wiltshire hooker. Five weeks ago, while Barry Burridge, dropped by Somerset after the Gloucestershire match, is having a month's rest from the game.

Now, however, John Tredwell, the former Cambridge Blue, is settling down well in the back row. Andrew Cartrow on the wing is proving that Taunton have good colts of their own. And, of course, with Cornwall facing Somerset next week, a 17-0 success over Redruth was encouraging enough in itself.

What with Somerset gaining their third championship success for three years, and Bath and Taunton themselves also ending the season with a win, they are certainly looking up locally. Weston's young side, in which Hunt and the captain, John Bayliss, are the leaders, have lost only twice to South Western opposition this season. Taunton have been struggling following the loss of last season's

FIGHTER ROACH RETURNS

By JOHN MASON PHIL KEITH-ROACH of Cheltenham and Pembroke, will hook for Cambridge University against Newport at Grange Road tomorrow. Behind this bald announcement is a remarkable story of determination.

Keith-Roach has had infective hepatitis sufficiently seriously to cause him to resign the captaincy of the University's rugby club. He became ill after returning from South America.

Early last month, I attended the Cambridge trials for seniors and freshmen. Keith-Roach was at both looking fit and ill. He asked quietly for "an extra fuss" to be made about his illness.

He was far more concerned about his illness than he was about the fact that he was expected to play his second year and who had to be isolated because of his complaint. Medical opinion was that he would not play again before the New Year.

Redmond takes over Keith-Roach, in his fourth year, had been expected to play. So he stood down from the captaincy, which was given to Gerry Redmond, an old friend and college cricketer at St. Luke's College, Evesham.

With Redmond and coach Roger Michaelson, he helped prepare for the University match on Tuesday, Dec. 7, but he could not join in. He trained, lightly but often, on his own.

Yesterday, having played in a college match at the weekend, Keith-Roach joined a proper training session. Afterwards, with a wry smile, he announced that he was back and was available for selection.

Redmond, besides recalling, his hooker, also brings Simon Berry, a back who has had a knee injury, back to the side. Redmond, who has had a knee injury, will be at flank-forward.

Popular Page Keith Steele, a rugby and cricket Blue, who has been centre or full-back this term, is left out. As Paul Smith, another old Blue, has had an appendicitis, only Redmond, Keith-Roach and Robin Skinner are left of last year's Twickenham team.

Jack Page, the Cambridge scrum-half last winter, is in Northampton's team to play Bedford at Goldington Road. Bedford was Page's college club, and he was a popular figure there, especially after assisting in a victory against Coventry.

As last week, on Northampton's behalf, he helped defeat Devon County again—their first defeat for 15 matches—Page, who was also on that ill-fated South American tour with the Oxbridge party last summer, must be in good order.

back row, Graham Lilley (Army posting), Colin Smith (off to Scotland) and Colin Duncan (business press). Business reasons also forced Jim Galley to hand over the captaincy to Jim Brock, the Dorset and Wiltshire hooker. Five weeks ago, while Barry Burridge, dropped by Somerset after the Gloucestershire match, is having a month's rest from the game.

Now, however, John Tredwell, the former Cambridge Blue, is settling down well in the back row. Andrew Cartrow on the wing is proving that Taunton have good colts of their own. And, of course, with Cornwall facing Somerset next week, a 17-0 success over Redruth was encouraging enough in itself.

What with Somerset gaining their third championship success for three years, and Bath and Taunton themselves also ending the season with a win, they are certainly looking up locally. Weston's young side, in which Hunt and the captain, John Bayliss, are the leaders, have lost only twice to South Western opposition this season. Taunton have been struggling following the loss of last season's

back row, Graham Lilley (Army posting), Colin Smith (off to Scotland) and Colin Duncan (business press). Business reasons also forced Jim Galley to hand over the captaincy to Jim Brock, the Dorset and Wiltshire hooker. Five weeks ago, while Barry Burridge, dropped by Somerset after the Gloucestershire match, is having a month's rest from the game.

GOING FOR BUGNER'S HOLLOW VICTORY

BUGNER began his busy comeback programme with a point win on the Ali-Mathis bill at the Houston dome—but it was a hollow victory over rather moderate opposition, reports Reuter.

gnier, from St Ives, Hampshire, who was having his first fight since losing his European and Commonwealth heavyweight titles to Bodell on Sept. 27, was led a unanimous points over Mike Boswell, of United States.

During 10 tedious rounds, Bugner was being only occasionally replaced by charging Boswell, who made an impression in an American dominated fight from the start he rushed in on the lead Boswell in the opening round.

Despite frantic signals from his corner to step back, move and Bugner too often allowed himself to be hauled into clinches

by the manning Boswell. But, despite his obvious superiority, he was unable to find the punch to ring an early end to the proceedings.

He did land several solid punches to Boswell's head and body, and the American was heavily marked at the end, while he Hungarian-born Bugner was undamaged.

In the eighth, Boswell went down and, though the referee took up the count, it appeared to be a trip rather than a punch which had put him on the canvas.

The next step in the carefully-planned comeback schedule of Bugner is a meeting with Larry Middleton, of Baltimore, at Nottingham on Wednesday and a clash with Ted Gullick, of Ohio, at London's Royal Albert Hall on Dec. 7.

Confident Bugner scores with a long left to the face of Boswell.

Advertisement for 'I BETTER THAN HAMMAD' CLAIMS MAILED MATHIS, featuring a large image of a boxer and promotional text.

Advertisement for 'GOING FOR BUGNER'S HOLLOW VICTORY', featuring a large image of a boxer and promotional text.

Advertisement for 'SITUATIONS VACANT', listing various job openings and contact information.

Advertisement for 'OFFICE VACANCIES', listing various job openings and contact information.

Advertisement for 'SALES MAN', listing various job openings and contact information.

Advertisement for 'WORLD SIDE UNDER WHIP', featuring a large image of a horse and promotional text.

Advertisement for 'SWANSEA READY FOR GIANTS', featuring a large image of a horse and promotional text.

Advertisement for 'Rugby in the West VERSATILE TURNER AT FLY-HALF FOR WESTON', featuring a large image of a horse and promotional text.

Advertisement for 'SITUATIONS WANTED', listing various job openings and contact information.

Advertisement for 'Rugby Union Stanley's Lions put Oxford to flight with 45 points', featuring a large image of a horse and promotional text.

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# LABOUR

By Rowland Summerscales  
Continued from Page 1  
to avoid a show-down last night when Mr Cunningham sought to move his motion. This read:

"That this Party declares its opposition to the extraction of information from prisoners by any kind of force and, while recognising the need to defeat the campaign of murder and violence being waged in Northern Ireland, believes that the methods used to have been used by the Compton Committee must never be permitted in a civilised society."

After protests from a number of back-bench MPs that the motion should be debated immediately, Mr Houghton gave a firm ruling that, to protect the Party's interests, he would allow an hour for discussion of the motion at Tuesday's meeting.

He said it would be wrong to ask for a decision on party policy. This could only be done on a matter of emergency.

Mr Mollor (North Ealing), while accepting the decision, regretted that the weekend would pass without the policy of the Labour party being indicated.

It has been widely expected that some new political initiative would follow Mr Wilson's return from Ireland.

Mr Callaghan and Mr Bean, Party chairman and Mr Bean, Wednesday's National Executive on their talks with the Northern Ireland and Irish Republican Labour parties.

Community government  
It is believed that one of the questions to be considered is whether the Labour Party should recommend a community government following the suspension of the Unionist monopoly power for two years.

Stormont would be replaced by a coalition of all political parties specifically charged with the task of reconstructing Ulster.

Another proposal is that the interim policy should end and that a local security commission should ensure that every internee was tried and released if he was innocent.

MAUDLING TO SEE LORD HILL TODAY  
By Our Television Staff  
Mr Maudling, Home Secretary, is to see Lord Hill, chairman of the BBC, today to discuss television coverage of Northern Ireland. A meeting with Lord Aylestone, chairman of the I.T.A., has been arranged for Tuesday.

Mr Maudling is expected to voice some of the misgivings of Conservative backbenchers over recent reporting of the Ulster situation. He will probably ask for institution of a code of conduct to apply to future coverage.

Other Ulster News & Picture—P7  
Editorial Comment—P16

EIRE TO CURB BREAKAWAY UNIONS  
Details of a Trades Union Bill to prevent the growth of small unions were announced in the House of Commons today. In future, a union will be granted a negotiation licence only if it has at least 500 members, deposits £5,000 with the High Court and has existed for 18 months.

Spending on consumer durables, such as cars and colour television sets, is clearly rising, according to the expansionist trend which the Government has been trying to induce.

It is perhaps questionable whether much more can safely be done by purchase tax cuts and easements of credit, though the Government will rule out anything that promises to create jobs.

What Ministers want to see above all is an upsurge in manufacturing investment: modernisation of plant, especially machine tools, factory extensions, new enterprises geared to meet the demand for capital and consumer goods which in their opinion is bound to come, especially after Britain enters the Common Market.

But they are uneasily aware that the key to expansion is confidence, which up to now has been obstinately slow to show itself.

Jobless Details—P8; and  
Answers to Questions—P9  
Editorial Comment—P16

# LABOUR MP'S RUSH TO CENSURE MRS THATCHER

By ANDREW ALEXANDER

IT WAS (they said) an education debate: all six hours of it. Labour MPs yesterday had down a Commons censure motion on the Government's education policy.

With their indignation stimulated by the sight of Mrs Thatcher, Education Secretary—it must be reassuring for some Tories at last to have an education spokesman whom Labour resents—Opposition MPs rushed enthusiastically into the fray.

There was plenty of censure, certainly. But what about education as such?

Academic standards, behavioural standards, examination results, syllabus problems, discipline needs, cultural advances—were they not to be so much as mentioned?

The indignant Labour attack seemed able to ignore all these details. It was apparently all a matter of school buildings, financial programmes and "social divisiveness."

Yesterdays' licence allocation was the largest ever made by the American trade authorities and came at a key moment.

Mr Stans, the Commerce Secretary, will arrive in Moscow on Saturday with a top-level mission charged with negotiating a substantial increase in trade between the two countries.

£2,000m trade hope  
Mr Stans has said that trade between Russia and America could be as much as £2,000 million annually by the mid-seventies compared to the present less than £100 million.

His assessment is not widely shared in Washington, but there is considerable agreement that Russia offers significant export opportunities.

Previously the market has been largely ignored, chiefly because of the complexities of Mr. Lohman (Berkley) and Mr. Lohman (Berkley) and Mr. Mescher (Oldham, W.C.).

The total impression was distinctly Philistine. When it came to the turn of the solemn Mr Hamling (Lab., Woolwich, W.), the question of what education was for was at least posed, but his answer was not too enlightening.

On the other side, things were slightly better, and at least there was the urbane Mr Maude (C., Stratford-on-Avon) to sound the civilised note.

Short's obsession  
The main attack in the debate came from Mr Short who seemed in a particularly disagreeable mood. He also seemed to have an obsession about the fact that Mrs Thatcher had once addressed a (public) meeting at a tennis club in Weybridge.

From this and other facts too boring and trivial to relate, he constructed a picture of Mrs Thatcher conspiring against the march of progressive education.

He was determined yesterday to make a great deal of every trivial item he could find. It left Mrs Thatcher quite angry.

She had little difficulty dealing with most of Mr Short's points. Then she treated the House, in her rather breathless way, to one of those rapid-fire recitations about statistics in the Government's programme.

Ferocious snapping  
She and Mr Short were snapping ferociously at each other at one point. But it still remained hard to see quite why Labour is so worked up about her.

Mrs Thatcher sounded happy enough about secondary reorganisation and more comprehensive schools. She seemed keen in finance all the while which Labour wanted financed.

But it made no impression on the other side.

Report and Debate—P9

# £200m U.S. role in Soviet lorry factory

By ALAN OSBORN in Washington

THE Nixon Government yesterday issued export licences valued at £200 million to American firms hoping to participate in the vast new lorry factory Russia is building on the Kama River, 600 miles west of Moscow.

The move was widely interpreted in Washington as the signal for an all-out attempt to wrest Soviet contracts away from Europe and secure for America a major slice of Russia's potential huge industrial business in the seventies and beyond.

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Report and Debate—P9

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# DEATHS (Continued)

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# CROSLAND RECANTS ON HOME TAX

By H. B. BOYNE Political Correspondent

IN A Labour party political broadcast on BBC radio last night, Mr Anthony Crosland, Opposition spokesman on housing, deftly abandoned his unpopular notion of cutting the tax relief which owner-occupiers enjoy on mortgage interest payments.

In his broadcast he made the point that the Government's Housing Finance Bill would impose the equivalent of a tax on council tenants.

"It's this that has caused the worry about fairness between the tenant and the home-owner, because the home-owner receives large sums of relief on his mortgage interest payments," he said.

"And good luck to him. I'm strongly in favour of owner-occupation, and the Labour Government did a lot to encourage it."

# DEATHS (Continued)

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# CHINA TESTS 12th ATOM BOMB

By Our Washington Staff

"China yesterday exploded a 'Hiroshima-size' nuclear weapon—meaning about 20,000 tons of TNT—in the atmosphere, the Atomic Energy Commission in Washington said.

It was China's first reported nuclear test since Oct. 14, 1970, when she set off one equal to three million tons of TNT. The new test was near Lop Nur in western China, the 12th to be announced by the United States.

What Ministers want to see above all is an upsurge in manufacturing investment: modernisation of plant, especially machine tools, factory extensions, new enterprises geared to meet the demand for capital and consumer goods which in their opinion is bound to come, especially after Britain enters the Common Market.

But they are uneasily aware that the key to expansion is confidence, which up to now has been obstinately slow to show itself.

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ADDRESS: \_\_\_\_\_  
D.T.

# BIRTHS

**ANDREW**—On Nov. 18, 1971, at 12.15 p.m. in hospital, Mrs. ANDREW ANDREW, nee JONES, wife of John Andrew, 125, High Street, London, N.1. Buried at St. Mary's Church, London, N.1. on Nov. 19, 1971, at 11.30 a.m. followed by a Requiem Mass at 12.15 p.m. in St. Mary's Church, London, N.1.

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# GOLDEN WEDDINGS

**POWELL & THORNTON**—On Nov. 19, 1921, in London, Mr. JOHN POWELL and Mrs. MARY THORNTON, nee JONES, celebrating their 50th wedding anniversary. Buried at St. Mary's Church, London, N.1. on Nov. 19, 1971, at 11.30 a.m. followed by a Requiem Mass at 12.15 p.m. in St. Mary's Church, London, N.1.

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